

The Priority of Priorities

Written by
Rosemary Dawson-Shepherd,
a spastic

is to save thousands of babies
from needless handicap

If you're born British, you could be a born loser.

Most British babies are born perfectly healthy. But thousands are not. They face a lifetime of being handicapped. And worse still, many need never have been handicapped at all.

Our Government is aware that it is possible by specific preventive measures to reduce the incidence of severe mental handicap, and that's true of spasticity too. The £4 million research which The Spastics Society funded shows that of 2000 babies born annually with cerebral palsy or similar handicaps, 40% need never have been handicapped at all.

So what's to be done? We as a Nation need practise what we preach—that prevention is better than cure. This is what we call THE PRIORITY OF PRIORITIES.

The first priority is to apply the results of research and good practice throughout the National Health Service and private medicine. The second priority is to finance further research to ensure ultimately that all our babies are born free of handicap.

WHY MORE RESEARCH IS URGENTLY REQUIRED

- 1 Why does the incidence of infant death and handicap differ from area to area? Research is urgently required into this problem.
- 2 More research must be undertaken into the production of less expensive delivery room equipment, and into defects of staff training.
- 3 More research is needed into the problems of how, why and where cerebral palsy occurs.
- 4 More research needs to be carried out in the field of human genetics.
- 5 More research is needed into the causes of prematurity and low birth-weight in babies, as such babies are always at risk.
- 6 More research is needed into the management and causes of oxygen deprivation, which potentially is one of the most crippling hazards of childbirth.
- 7 More research is needed into the complex factors involved in maternal malnutrition.
- 8 More research is required into the treatment, education and quality of life of spastic people.

The wealth of our nation is the health of our babies. If Government cannot, or will not, finance the necessary research, then we must do everything possible to see that this vital work is carried out. The Spastics Society appeals to you to give generously. But it is not only your money that we ask for, but your will and determination. Together we can begin to change the face of handicap.

Make sure that all British babies are born healthy and not born losers.

The
Spastics
Society



Open up your purse and pick up your pen.

To: The Spastics Society, 12 Park Crescent, London W1N 4EQ
I support your 'Save-A-Baby' campaign by sending you my donation of £
(cash/postal order/cheque/ giro No. 5025656). Please send cash by registered mail and
cross postal orders and cheques.

Name _____ Address _____
Tick if receipt required ☐

Also, I am interested in having more information on your 'Save-A-Baby' campaign. ☐

Tick box if required ☐

HOME NEWS

Equal pay for women is still a long way off, commission says

By Annabel Ferriman

Many women have not achieved equal pay through the Equal Pay Act and are unlikely to do so in the foreseeable future, according to the second annual report of the Equal Opportunities Commission, published yesterday.

The commission says the situation will be improved only by the increased use of the Sex Discrimination Act.

The report shows that women earn on average 15 per cent less than men for the same work, and the rate of progress towards equal pay is decreasing. Average weekly earnings of women, as a proportion of men's earnings, rose from 84.5 per cent in 1970 to 84.3 per cent in 1976. But the next year they only rose by 0.6 per cent.

The report, for the year 1977, predicts that the progress rate will slow even more in 1978, the main effects of the Equal Pay Act, 1970, have already been felt.

Lady Lockwood, chairman of the commission, explained yesterday that the difficulties were that the Act dealt with equal pay for broadly similar work, yet the work done by men and women was rarely broadly similar.

"Women are concentrated in fewer occupational groups and the lower-paid groups than men," she said. "The report also shows that women are concentrated in the lower-paid groups."

Lady Lockwood said that in future the commission would concentrate on ensuring that women acquired the skills and promotional opportunities that would raise them above their low-paid jobs.

The report says there is still a continuing and widespread tendency to segregate jobs in order to obtain lower rates of pay for women.

"Many inquiries have come from women who believed that they had a right to equal pay but in fact had no man with whom to make a work comparison," there were several examples of women taking over jobs at lower rates of pay than their male predecessors.

The commission suggests that the law might be amended to allow women to compare themselves with a "notional" man, for example, a man who has left their employer but whom the company was prepared to pay more for the same work.

Some employers are also eroding the spirit of the legislation by instituting job evaluation schemes that lay greater emphasis on predominantly male attributes such as physical strength.

English law on contempt 'undesirably uncertain'

From Marcel Berlins

Strasbourg, April 25. Mr James Fawcett, President of the European Commission of Human Rights, today described the English law of contempt of court as "undesirably uncertain to an undesirable degree".

He was addressing 10 judges of the European Court of Human Rights in support of the argument, also put forward by Times Newspapers Ltd yesterday, that an injunction in 1972 prohibiting *The Sunday Times* from publishing an article on the testing of the drug thalidomide was contrary to the European Convention's guarantee of freedom of expression.

The oral hearing ended today, but the court's decision is not expected for several months.

Mr Fawcett said the judgment of the House of Lords in 1973, upholding the ban, still left uncertainty as to the criteria that English courts should apply when an injunction against the press was sought.

Some courts, he said, would apply the test of whether the publication in question would lead to the prejudgment of an issue involved in pending litigation, while other courts would use the test of whether the parties to litigation would be placed under undue pressure by such publication. There was no sufficiently clear guide as to which was the prevailing test.

Mr Peter Archer, QC, the Solicitor General, for the British Government, said the real issue in the case was whether the House of Lords' reasons for imposing the ban were so manifestly unreasonable, so insufficient or irrelevant, that they went beyond the bounds of the area of discretion allowed under the convention.

Voluntary principle still favoured for party funds

By George Clark

Political Correspondent

Representatives of four political foundations in West Germany told a seminar at Westminster organized by the Anglo-German Foundation for the Study of Industrial Society yesterday that between them they received the equivalent of £65m annually from federal funds. That was apart from direct aid to political parties.

Lord Houghton of Sowerby, who was chairman of the Committee on Aid to Political Parties in 1975-76, said United Kingdom parties were still committed to the voluntary principle of raising funds.

The aid recommended for political parties in the United Kingdom by his committee (£2.25m a year) was so modest by comparison that it must be obvious to the German speakers that it was the principle that was objected to.

"The same principle was operating when there was a reluctance to pay MPs a salary,"

The commission suggests that if an industrial tribunal thinks an employer's job-evaluation scheme is suspect it should be allowed, by law, to refer it to the Central Arbitration Committee.

The commission is also going to look more closely at the question of indirect discrimination, to see whether employers are laying down conditions for promotion, such as geographical mobility, which indirectly discriminate against women. Such practices are illegal under the Sex Discrimination Act, 1975, but similar ones relating to pay are not covered by the Equal Pay Act. The commission is to consider whether the latter should be amended to bring it into line.

The report expresses disappointment that government departments have not done more to ensure equality in the promotion of equality.

The Department of Trade and Industry are criticized in particular in the report. Out of 483 jobs in the Department of Industry only 15 went to women. The Department of Trade had appointed only 13 women out of a total of 293 posts.

The commission dealt with fewer inquiries last year than in 1976, its first year, when it had a "letter mountain" of 8,255. Last year it answered 4,074, of which 1,528 related to employment, 1,248 to advertising, 294 to education and training, and 542 to goods, facilities and services.

The drop in individual inquiries meant that the commission could devote more resources to its strategic role, the report says.

Which is required to act in the public interest has a duty wider than the resolution of individual grievances. It has a duty, so far as possible, to change the practice which gave rise to the isolated complaint.

The number of individual cases in which the commission gave legal assistance to people wanting to take a case under the Sex Discrimination Act up the Equal Pay Act was 46.

Applicants bringing sex discrimination cases to the industrial tribunals were younger than those with equal pay cases, and complaints related to dismissals, promotion and discrimination in recruitment. Industries concerned were predominantly the distributive trades, transport and communication, public administration, and food, drink and tobacco.

Equal Opportunities Commission, Second Annual Report (Stationery Office, £1).

WEST EUROPE

Bonn move to limit political bars to jobs

From Patricia Clough

Bonn, April 25. The Social Democrats today announced plans for a drive against the *Berufsverbot*, the highly controversial practice of excluding political extremists from jobs in public services.

The party has become increasingly uncomfortable over the issue of a practice, originally intended to defend the state from left-wing extremists, but which the recent Russell tribunal found was endangering human rights.

Any nationwide change will not be easy because much of West Germany's public services are in the hands of the *Länder* (states) which are ruled by Christian Democrats.

The *Berufsverbot*, based on an interpretation of postwar civil service laws, tends to be applied more energetically in these states.

The Social Democrats' first aim is to reduce the *Berufsverbot* to an absolute minimum where they govern. It is proposed that they should modify themselves on the liberal policy of the *Länder* of Bremen, where extremists are only excluded from sensitive security jobs and any political judgments made only on the basis of their behaviour during a training period.

Herr Hans Koschick, the party's deputy chairman and Mayor of Bremen, said they would take up the subject with the Free Democrats, their coalition partners, presumably with a view to changing the practice in the federal bureaucracy.

Herr Willy Brandt, the Social Democrat chairman, who as Prime Minister, helped put the practice into motion, said today it had become untenable.

A spokesman for the Christian Democrats in Bonn suggested that Brandt's recent speech made to place the President Brechnev, who will be visiting Bonn

Party luminary leads attack on post-election Stalinist cover-up

Rank-and-file challenge to Marchais control

From Charles Hargrove

Paris, April 25

The Central Committee of the French Communist Party, meeting tomorrow and on Thursday to draw lessons from the recent elections will have to take stock of the most direct challenge by its intellectuals and rank-and-file to the leadership since the war.

For this reason, the meeting is regarded as the most important since the twenty-second congress of 1976 stepped up the process of destalinization of strategy and objectives but left the dictatorial methods of decision-making untouched.

This, however, is unlikely to have immediate or far-reaching consequences. There is no possibility of the French communist leadership abandoning Leninism, as in Spain or of dropping the Stalinist methods of stifling discussion of which M. Louis Althusser, one of the party's

most eminent philosophers, accuses it in a series of explosive articles in *Le Monde*.

They cannot ignore the running debate and are likely to make certain minor concessions in an attempt to remove the sting, but in the final analysis, it is M. Georges Marchais's options which are criticized and his position as Secretary General which is at stake.

He comes under sharp attack from M. Althusser, an orthodox, hardline Leninist who enjoys great prestige among communist intellectuals. His attachment to the strict revolutionary line, as opposed to the reformist one adopted at the twenty-second party congress, and to the concept of the dictatorship of the proletariat, has never been in doubt.

In his whole-page article in *Le Monde* M. Althusser accuses the party leadership of having sacrificed the victory of the left to the defeat of the Socialists. He says it altered the party strategy to this effect

last summer without saying so officially.

He charges it with attempting to stifle the discussion in the party by imposing the a priori conclusion that the defeat of the left was the fault of the Socialists.

Quoting a phrase of Lenin against it, he points out that "it is more serious not to acknowledge an error than to have committed it." For the party leadership, however, these errors were always tactical, localized, and declared just and would never affect the party line, he says.

He claims that the desire for more light on the internal workings of the party is shared not only by intellectuals, but by the militants on the shop-floor.

"When they are treated like pawns, and led to defeat in a battle to which they have devoted themselves heart and soul, then they want to know," he writes. Without being told why they were made to accom-

plish a 180-degree policy turn over the nuclear deterrent,

European policy, the narrowing of wage differentials, and worker participation in management.

The party was run like a "machine to dominate, control and manipulate the militants". Its operation was copied on the working of the bourgeois state and of the military hierarchy. "The Stalinist tradition survives in the party apparatus," he declares. An investigation by the Socialist daily, *Le Matin de Paris*, in dozens of Communist cells confirms that the militants do not attack their leaders but their methods of leadership. They want more democracy within the party.

M. Althusser is not too optimistic about the outcome. "It is unthinkable," he writes. "That the party leadership will move on from the superficial analysis of electoral results to the political analysis of its change of line and its dissimulation."

Promise of early decision on Azores

From Jose Shercliff

Lisbon, April 25

The questions of regional autonomy of the Azores and Madeira must be rapidly solved, President Eanes assured the Assembly of the Republic today in an address on the fourth anniversary of the revolution.

Accentuation in both archipelagos is causing anxiety to the central government.

The President said it was necessary to distinguish between the will of the inhabitants and what was "frustration, party exploitation and foreign interests".

He promised that in the face of any threat to the nation's unity he would "take all necessary measures to guarantee the integrity of the fatherland".

Rumours of foreign backing of separatist movements in the islands have been current for some time.

Referring to the period immediately after the Salazar regime, President Eanes said that adventure and demagoguery had prevailed. The wealth accumulated had been consumed and a climate "of insecurity and uncertainty" installed.

On the edit side of the revolution, the people now lived in freedom, there were no political prisoners and no censorship. The popular will was regularly expressed and the basic rights of the workers recognised.

President Eanes, who is also chief of staff, said that intervention by the armed forces in political matters was gradually being relinquished.

Admitting that the constitution has done, he pointed out that that provision was made for it to be altered. Among the nation's targets were recovery of national pride, a balance between all its regional components and its integration into West Europe.

Earlier in the day the President had watched a march past of troops and delivered a message to the armed forces. More than 1,000 ceremonies of celebration were held throughout the country.

Azores arrests: A magistrate in Lisbon released five men arrested in the Azores and flown to the capital in connection with an assault on Dr. Almeida Santos, the Deputy Prime Minister, the lawyer said. He told reporters the magistrate decided there was no proof against the five.

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Signor Moro's shadow over Liberation Day

From Our Own Correspondent

Rome, April 25

As Italy celebrated the anniversary of its liberation from Fascism, two telephone calls were received by newspaper offices asserting that Signor Aldo Moro, the statesman kidnapped by the Red Brigades, had been killed. There was nothing, however, to prove the calls were genuine.

Reflecting the country's mood in this anniversary address, President Leone warned Italians that they were facing a "perfidious and sanguinary threat" and spoke solemnly of "this moment of darkness".

He called for a re-discovery of faith in the ideals that had produced a free country.

The country's leading political cartoonist expressed his views on the state of the nation by publishing a satirical illustration of black in place of his usual cartoon.

The Pope also made a reference to the kidnapping. At his general audience he said: "Let us give a thought to someone who is not present at this meeting—and you can well know who that is."

Embassy burnt down

Brussels, April 25.—The Mauritanian Embassy in the suburbs of Brussels was completely destroyed by fire today. One fireman was injured.

Secret documents confirm Franco's responsibility for destruction of Guernica

From Harry Debellus

Madrid, April 25

An historical study of the bombing of Guernica, published in connection with the forty-first anniversary of the attack tomorrow, presents additional evidence that the often disputed version of the events first given by *The Times* was substantially correct. The dispatch from *The Times* correspondent George L. Steer appeared on April 28, 1937.

In an article written for the May issue of the monthly magazine *Historia-16*, Professor Angel Vinas, of the University of Alcalá, collates numerous documents, including a previously unpublished collection of secret German staff reports, to confirm his argument that General Franco's Nationalist command, and not the retreating Basques or even Luftwaffe officers, was primarily responsible for the deliberate destruction of the ancient Basque capital.

Professor Vinas, a member of the joint Spanish-German investigating committee which was formed more than a year ago, rejects the Nationalist argument that the Basques, burnt the city, causing great damage which was attributed to subsequent bombing.

He quotes official documents to show that the types of bombs carried by the Nazi aircraft that day (a combination of locen-

diary projectiles and high explosives) were designed for attacks on built-up areas rather than on such targets as roads.

This undermines the Nationalist explanation that objects were a bridge to the east of town and road crossings.

He scorns suggestions that the German Air Force commander might have acted on his own in the Guernica raid, without General Franco's knowledge, consent or responsibility.

Professor Vinas quotes various documents to show that only days before the attack General Sperrle, the commanding officer of the German Condor Legion, reiterated to Franco the legion had been placed under the orders of the Nationalist commander-in-chief nearly six months previously.

The research shows that General Mola, who was in command of Nationalist air forces in the area, wanted to destroy half the industry of the Basque country in a punitive action.

Barcelona: Pablo Picasso's daughter, Paloma, refuses to transfer his painting, "Guernica" from New York to Spain as long as the four actors of the Els Joglars theatrical company remain imprisoned, local artistic circles said today.

The actors were jailed for two years without remission in March last year for insulting the Army.

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Step forward by EEC on overseas aid

From Our Own Correspondent

Luxembourg, April 25

EEC ministers responsible for overseas aid agreed here today that non-associated developing countries such as India, Pakistan and Bangladesh should be included in future annual regular recipients of technical and financial assistance.

The agreement, which still needs the formal approval of the European Parliament, should end an Anglo-French dispute over the entitlement of such countries to EEC aid that has gone on since Britain joined the Community.

Mrs Judith Hart, Minister of Overseas Development, told a press conference that she welcomed the agreement as "a big step forward".

She added, however, that it did not guarantee a more equitable balance in future between the amount of aid going to non-associated and more traditional recipients.

Nevertheless, the French have accepted for the first time the right of non-associated countries to EEC aid should be established permanently to Community law.

Clearly, France will attempt each year to keep aid going to

these countries to a minimum. France argues that the main aid priority should be the African, Caribbean and Pacific countries associated with the Community through the Lomé Convention.

The ministers also approved £42m aid to non-associated states, of which £31 (74 per cent) would go to Asian countries, £9m (21 per cent) to Latin America, and £2m (5 per cent) to Africa.

To discussions on renewal of the Lomé Convention, which expires in 1980, Mrs Hart urged that signatories should be required to accept a commitment to respect basic human rights.

Briton says hotel robbers forced him to help them

Innsbruck, April 25.—Frank

Maple, wanted for questioning in Britain about an £8m bank raid, told a court here today that he was blackmailed into helping with a robbery at an Austrian hotel.

After a qualified plea of guilty to a charge of robbing a Kitzbühel hotel of cash and jewels worth £127,800, Mr Maple said he provided a car for two men involved and had shown them where to hide incriminating evidence.

He denied taking part in the robbery itself, however, or receiving any of the proceeds.

Mr Maple, aged 38, from Kingston upon Thames, Surrey, told the court that two men threatened to reveal his identity to the police unless he cooperated. He was living then under the assumed name of William Nichol in the Tirol ski resort of Kitzbühel and knew

he was being sought by British police.

Scotland Yard wants to interview him in connection with a raid on a Bank of America branch in London in April, 1975, which was Britain's biggest bank raid.

The public in the packed gallery were frequently called to order after Mr Maple, who faces a possible sentence of up to 20 years, cracked jokes that raised loud laughter.

Asked to put on one of the blue woollen masks used by the hotel robbers, he put it on first backwards. After turning it round, he pulled down the narrow eye-slits to the level of his nose.

The chief prosecution witness, Herr Karl Schifferegger, a hotel porter, said that he recognized Mr Maple's "steely blue eyes" behind the mask.—Reuter.

Divers bring up last barrel of lead poison

Oranito, April 25.—Italian

troops have recovered 800 barrels of dead-end lead poison from the wreck of the Yugoslav cargo ship *Caviar* which sank near Oranito almost four years ago after colliding with another vessel.

The barrels, full of lead-based paint, were found by the Adriatic seabed for three years before the independent action of a local magistrate spurred the Italian Government into trying to raise them.

Despite fears of an ecological disaster, nothing was done until February, 1977, when the magistrate ordered divers to start bringing up the barrels.

Two months later the Government stepped in and the last barrel has now been recovered.—Reuter.

Senor Suarez denounces Algerian move

From Our Correspondent

Madrid, April 25

Spanish Prime Minister, denounces an Algerian "attempt against the sovereignty and integrity of our homeland" in a speech to battle-ready foreign legionnaires in the Canary Islands today.

The reference to Algeria, which offers protection to Señor Antonio Cubillo, the Canary Islands separatist leader and his terrorist movement, did not include a specific mention of the country, but there was no doubt in the minds of the listeners on the island of Fuerteventura.

Spanish-Algerian relations are strained because of Algerian backing for a proposal to "decolonize" the Canary Islands.

Conciliatory proposals at news agency conference

Stockholm, April 25.—A

spirit of conciliation marked the debate on the collection and distribution of news at the service of governments.

Today, however, representatives from 12 agencies in Latin America, Asia, Africa and from Arab and non-aligned countries, put forward considered and conciliatory proposals.

On the Western side, the strongest critics of the idea of tipping the balance of world news more in favour of the Third World also took a conciliatory line.

Mr George Beebe, representing the Inter-American Press Association, said Western agencies were not opposed to the setting up of a national agency and wanted to co-operate with governments wishing to establish them.

action was possible between freedom and those who wanted to place news media at the service of governments.

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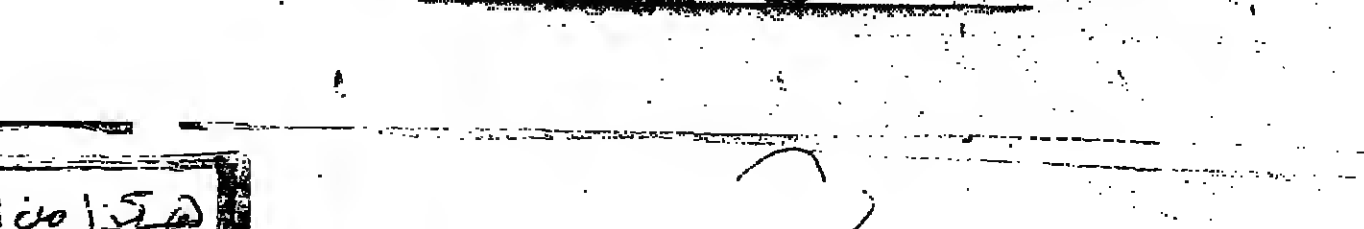
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OVERSEAS

South Korea
changes
star flight
aircraft

April 25.—Korean Air said today that it was changing Boeing 707 airliners for the Boeing 747-200 on its route over the Pacific.

The official report has been issued on how the airline's Boeing 707-300s were replaced by the Boeing 747-200s. The airline said the Boeing 747-200s are faster and more comfortable than the Boeing 707-300s.

The airline has three trans-Pacific flights a week. Until now, the flights were operated by Boeing 707-300s. From tomorrow, the flights will be operated by Boeing 747-200s.

The Boeing 747-200 is a four-engine jet aircraft. It is the largest commercial aircraft in the world. It can carry up to 400 passengers.

The Boeing 747-200 is faster than the Boeing 707-300. It can fly from Seoul to Los Angeles in 11 hours and 10 minutes.

The Boeing 747-200 is more comfortable than the Boeing 707-300. It has more legroom and better food service.

The Boeing 747-200 is also more reliable than the Boeing 707-300. It has a better safety record.

The Boeing 747-200 is a more modern aircraft than the Boeing 707-300. It has more advanced equipment.

The Boeing 747-200 is a more economical aircraft than the Boeing 707-300. It has a lower operating cost.

The Boeing 747-200 is a more versatile aircraft than the Boeing 707-300. It can fly to more destinations.

The Boeing 747-200 is a more popular aircraft than the Boeing 707-300. It is more widely used.

The Boeing 747-200 is a more successful aircraft than the Boeing 707-300. It has a better track record.

The Boeing 747-200 is a more famous aircraft than the Boeing 707-300. It is more well-known.

The Boeing 747-200 is a more iconic aircraft than the Boeing 707-300. It is more recognizable.

The Boeing 747-200 is a more legendary aircraft than the Boeing 707-300. It has a more storied history.

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Schoolgirl was patient of rich Californian obstetrician
Doctor accused of choking baby
to death after saline abortion

From Ivor Davis
Los Angeles, April 25

Anti-abortionists groups round America are anxiously awaiting the outcome of an unusual murder trial in southern California.

The defendant is Dr. William Waddill, an obstetrician and gynaecologist who practises in an affluent and fast-growing community of Orange County, 30 miles south of Los Angeles.

He is accused of killing a baby born as the result of a saline abortion performed on an 18-year-old unmarried high school girl.

Dr. Waddill is charged with premeditated murder by the Santa Ana Superior Court jury. He could be sentenced to life imprisonment.

The prosecution claims that in March, 1977, Dr. Waddill injected a salt solution into the uterus of the girl to induce what is known as a saline abortion.

The girl told him she was 22 weeks pregnant and did not want to have a baby or give it up for adoption.

She said it would cause embarrassment to her father, who was the headmaster of the high school she attended, and she said she was

emotionally unprepared to meet the consequences.

After the saline solution was injected, the girl delivered a 3lb infant aged between 28 and 31 weeks.

Dr. Waddill at first told investigators that the baby was dead, but then changed his story and said that although it was alive it would have been grossly deformed and would have had to be put into an institution if it had lived.

The prosecution produced witnesses, including doctors and nurses from the hospital where the abortion was performed. Dr. Ronald Cornelsen, a paediatrician, said that after examining the newborn child he found it to be alive and said that Dr. Waddill "choked" the infant to death.

The accused had also suggested injecting the baby with potassium chloride to kill it if the strangled baby was not effective.

Dr. Waddill, a soft-spoken, emotionally denied choking the baby and described its breathing as a final death struggle.

No doctor walking on the face of this earth could have resuscitated that baby," he said. But Dr. Cornelsen said that Dr. Waddill had told him:

"This baby won't quit breathing." The paediatrician claimed that he later taped a telephone conversation in which Dr. Waddill had told him: "Don't get squirrely on me, and stick to the story we discussed."

The coroner showed the jury colour slides of the baby's body, pointing out what he said were strangulation marks on the neck.

One of the most dramatic moments of the trial, which has attracted national attention, came when the prosecution presented a one-year-old girl named Tiffany, a survivor of a saline abortion who they said was proof that such a child could live.

Then the jury watched a film in which the child was tested by a therapist. However, Mr. Charles Weedman, Dr. Waddill's defence counsel who is himself a doctor, contended that the child had cerebral palsy and her condition supported his client's case.

Dr. Waddill was, until the case began, earning more than \$200,000 (£72,000) a year, delivering 60 or so babies a month and performing many abortions.

Sassoon
dresses
sold back

From Our Own Correspondent
New York, April 25

Fifteen of the 45 dresses stolen from David Sassoon, the British designer, were returned to him last night.

The dresses, worth some \$40,000 (over £20,000), were removed in an audacious daylight robbery on Sunday by a man pretending to be helping to unload them into the store where a British fashion display is in progress.

Some of the clothes appeared for sale yesterday on the streets of Harlem, the black and Puerto Rican area of northern Manhattan. One woman bought eight of them and sold them back to Mr. Sassoon; two other women brought back seven more.

The women said they had paid \$700 in Harlem for the 15 dresses.

Mr. Sassoon was full of praise for the response of New Yorkers to his widely publicized loss and was delighted to get part of his collection back.

New York Mafia mobs
start spring offensive

From Michael Leapman
New York, April 25

Underworld gang warfare in New York is in the midst of a violent revival after a lull over the past few years.

This spring has brought to the woods and open spaces around the city not just the usual daffodils, violets, bluebells and birdsong, but a crop of murdered bodies, many of them shot in the head and stuffed into the boots of cars.

Three more were found at the weekend, making 12 in the past five weeks.

They are all assumed to be connected with gang warfare because of the similarity of the means of death and disposal, and because most of the dead men have Italian surnames.

Those victims whose connections police have been able to establish all seem to be linked with two large "families"—organized Mafia groups. Some are also believed to have been involved in the disappearance in 1975 of Mr. Jimmy Hoffa, the leader of the Teamsters' Union, who has never been traced.

The space of killings started last month when Salvatore Briguglio, a known Mafia figure, was shot dead outside a restaurant in the Little Italy section of Manhattan. He died close to the spot where "Grazie" Joe Gallo was murdered while sitting in a clam bar in 1972, in a previous round of gangland rivalry.

Mr. Briguglio was the Teamsters' official whom police strongly suspected of being involved in Hoffa's disappearance. He was an associate of Anthony ("Tony Pro") Pro-

venzano, a leader of the old established Genovese crime family. Both men were to be tried soon for the murder of a rival union official and are also suspected of having been involved in the 1976 murder of a Mafia man known as "Three-Finger Brown".

Two days after Mr. Briguglio's murder another member of the Genovese group, Paschale ("Puddy Mac") Macchiarone, was found dead in a plastic bag in the boot of a car. The next day yet another member, Leopold Ladenheim, was found in the same condition in a car park at Kennedy airport.

Two more bodies in car boots were found in Brooklyn the following week, and again the victims were Italian-Americans. During the same period three more Italian-Americans were killed in the street, and the body of another was found in a wood.

Things went quiet for a few weeks before the bloodshed started again. The bodies of an unidentified man were found in an old trunk in a wood just outside the city. Two others with Italian names—one of them with a Little Italy address—were found in the boots of cars in Brooklyn and the Bronx.

Police assume that many of the murders are connected to territorial disputes between the gangs. Another theory is that the present spate of killings is a continuation of the contest over who will assume the mantle of Carlo Gambino, the Mafia leader who died here in 1976—of natural causes.

Award to British
helicopter crew
for sea rescue

Atlanta, Georgia, April 25.—

Four members of a British Army helicopter crew were given an award for their role in the rescue of eight fishermen trapped on a grounded trawler off the Shetland Islands.

The award was presented last night to Mr. Brian Johnson, Captain George Bain, Captain Campbell Bosman, and Captain Alistair Campbell by the Avco Corporation and the Aviation-Space Writers Association.

They braved 55-knot winds and low clouds to make the rescue from the Elexor Viking, which went aground on the night of December 9.—Reuter.

Railway strike
disrupts
travel in Japan

Tokyo, April 25.—A national

transport strike in Japan began today, soon after it began when private railway employees accepted a 5.5 per cent pay rise and ended their planned three-day stoppage.

But those employed by the state-owned Japan National Railway stayed out, defying laws which forbid government employees to strike.

The stoppage caused chaos throughout the country in the morning affecting about 50 million people and causing enormous traffic jams.

With the return of the private employees, however, at least 15 million people were able to travel home normally.

'Life' magazine is revived

New York, April 25.—Life,

the weekly picture magazine that suspended publication in 1972, will be revived as a monthly magazine in October.

Mr. Hedley Donavan, editor-in-chief of Time Inc., publisher of Life, said that as the magazine field is generally vigorous, it seems an appropriate moment to bring back one of the great forces in American journalism.

He said that the old Life did so much to magnify has never been greater than today.

Mr. Andrew Heiskell, the chairman of Time Inc., said the new monthly would differ from the former weekly both in editorial emphasis and in publishing strategy.

Mr. Ralph Graves, corporate editor, said that the editorial emphasis will be on photo journalism, photo stories, photo essays and picture reports of "what's going on" rather than headline news.

Mr. Graves was managing editor of Life for the last three and a half years of its existence. The new editor has not yet been named.

Life magazine is a weekly picture magazine that suspended publication in 1972. It will be revived as a monthly magazine in October.

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Guest Column

This week's
guest column is by
Christopher
Brocklebank-Fowler,
Conservative
MP for Norfolk-West

Quite apart from the conviction that a Conservative election victory is vital if the country is to be saved from the crushing burden of socialism, bureaucracy and the corporate state, those of us with marginal seats have a personal interest in electoral survival and look to the collective leadership to establish an image for the party which will assist in that endeavour.

The ingredients of such an image are the party's philosophy, policies and personalities and the ability of its leaders to communicate not just to an amorphous single public but to the many publics from which the party is likely to draw its maximum support.

Conservative ideals of personal freedom, less government, rewards for enterprise, and national security, are well-known and popular. They are reasonably represented in the right approach and in the range of current policies on major issues. The policies on taxation, law and order, housing and immigration are especially popular with many people.

Conservative policies on parliamentary and electoral reform are serious omissions, when it is clear to all that Parliament and its members in both houses, work inefficiently and ineffectually. How can Parliament control the bureaucracy unless its members are better organized, have more staff and the support of the electorate as a whole?

A positive lead from the Conservatives on these matters would attract additional public support, especially from the many who are disenchanted with the party's point scoring which is not only the central feature of question time and most of the set piece debates but also the standard for public debate. Now that we broadcast live, public reaction may force the Party to consider reforms more enthusiastically.

One cannot pretend that policy issues of this kind have affected recent by-elections in which the Conservatives have done especially well, but these are the traditional occasions on which the electorate expresses its disenchantment with the government of the day.

General elections, on the other hand, are occasions for choice, in a much wider sense. In the months and weeks before a general election and in the campaign itself, saturation TV, radio and press coverage reveal party and personal weaknesses in a manner which does affect the election result. It is this scenario the Conservatives' greatest weaknesses are likely to be the comparative lack of personalities and their difficulty to communicate both with the party and the large visibility of the party.

Visibility is by no means a qualification for leadership but some members of the shadow cabinet have a very low profile indeed. They make "yes-

Making the
Conservatives look fit
to rule

Today's men look like knights in shining armour. Where, oh where, are the bell ringers and orators now?

Tradition has it, and I do not dissent, that the communication process starts in the House of Commons itself. The shadow cabinet must generate an atmosphere of confidence which spreads out through MPs to the constituency associations and the party faithful and through the media to a wider public.

Conservatives with safe seats and the young apparitions who aspire to office appear to have a surfeit of confidence now, which no doubt is encouraged by the by-election results. But some of us who fought for our political lives in February, 1974, are not so sure.

They sometimes forget that winning seats in the suburban south is quite different from winning seats in Merseyside, the Midlands, East Anglia, the West Country or Scotland and Wales. The Liberal demise and the growth of the nationalist parties will help in some seats and make others more difficult. A tough policy on immigration will win votes in one seat and be regarded as racism in another.

A party which seeks national support must recognize these things and frame and present its policies in such a way as to attract support from every region and every walk of life.

These vital matters should be the central concern of the shadow cabinet and it is alarming to hear that this is not the case. It is often remarked that Mrs. Thatcher is too available to her colleagues in the House and to others elsewhere. In a sense it is true in so far as her personal warmth and easy manner make her so. But she appears to rely too much, for ideas and serious discussion, on her small coterie of right-wing members and advisers often referred to as the gang of four.

There are many in the party who feel that if the shadow cabinet is an unsatisfactory source of advice, its membership should be changed. Certainly it should include the leader's most able and trusted colleagues but it should also contain the most able representatives of other parts of the party. Above all it should be the unchallenged source of party policy and communication with the party and the electorate. In these respects there is clearly room for improvement.

There is also widespread dissatisfaction with the performance of party managers who seem to make no real effort to collect or consider views from a wider cross-section of the party. But the Conserva-

tive Party in the House of Commons is broadly based as befits a national party. It is essential that all its members feel that their views are listened to. Marginal seat members who are in many ways closer to the public than others with safer seats can contribute enormously to the presentation of policy. They won't all have the same views but consideration of all of them may well lead to improved and more subtle appeals to the public in a vote winning manner.

The public often seem to fear the excesses of conservatism to a larger extent, perhaps, than they fear the even greater excesses of the left, which lurk behind the benign face of the present Prime Minister. These fears must be allayed and can be. It is mainly a matter of style, but the party requires the support of all its members to Parliament to develop it. The divisions in the party at Westminster and elsewhere will remain so long as sections of it are ignored and no real efforts are made to involve everyone in the important fight which lies ahead.

Improved communications in the House could help restore barmy in the party. It is a challenge to leadership, but without it we could look abrasive, divided and unfit to rule.

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The hardware
for
career equality

Captain Hopper.

The odd award and membership of an academic society is no remarkable thing in itself, but when the awards and memberships come not singly but in dozens they take on quite another aspect. Captain Hopper of the United States Navy has no fewer than 24 major awards, a member of 27 separate societies and has earned five service medals. Even then, were Captain Hopper a man she would probably receive far less attention than she does.

The fact is though that she is a woman, one of the United States' 30 fully ranking women naval captains, an improbable grandmotherly figure of 71, with the lined look of a lizard and a heribon uniform she never moves without. The voice is gentle, the manner unassuming and almost frail; only a heady glint in the eyes defies un-avoidable disbelief.

The honours all stem from a single source: computers. For Captain Hopper is a pioneer of computer mathematics professor from Vassar who joined the Navy in 1944 to do her bit for the war and found herself confronted with a remarkable new toy: the first large scale digital computer in the United States. She had never seen one before, and she never looked back. To 1946 she was told that she was too old (at 40) to join the Navy properly so she went to help build the first commercial large scale electronic computer, Univac 1.

In 1967, having spent nearly 20 years with what became the Sperry Rand Corporation, she was "recalled to active duty" by the Navy. Dana Automation Command, which she now runs, is to list precisely what she accomplished for computers would baffle anyone not fam-

iliar with hardware idiom. It gives a better picture to say that she has at her disposal four computers in the third basement of the Pentagon.

Ever so this gives an incomplete idea of Captain Hopper's life. What she likes doing is teaching, so she runs the office as much as she can by delegating, and sets off to lecture up and down America, and abroad, which is why she was in London last week. She has talked in 49 out of the 50 United States states (only Montana is an invitation), to businessmen, computer technicians and university graduates. Her favourite lecture at the moment is "Hardware, software and people". She is, by all accounts an inspired speaker, well able to suit her language to her audience.

In London Captain Hopper always stays at the Carlton Tower. She is rarely out of uniform, she explains, both because she wears it when she is lecturing, and because she is "old fashioned and patriotic". She kept wearing it in the sixties when to be in uniform meant that you came in for a lot of abuse, and she intends to keep on wearing it now. It's no bad uniform to have; in fact it's the best service uniform around. For even though it is white, cummerbund, and long skirt. She likes the style and she likes the life.

"I've done most everything I wanted to," she says, in her softly Southern drawl.

Captain Hopper's love of mathematics came from the days when she graduated there was no place for a female engineer. As we talk, in the tea room

of the Carlton Towers, I ask her what else she has time for? "I do needlework," she says, adding to the faint absurdity of the black and gold uniformed image by drawing out of her hand one of many petit point dragons that she is at work on. She is also an amateur genealogist, an interest she inherited from a family study her mother embarked on, and that she is now trying to complete. Through genealogy she discovered history, and that and the thrillers of Ngaio Marsh and Agatha Christie make up her off-duty reading.

The United States, according to Captain Hopper, is far ahead of us in computer hardware, largely as a spin-off from the space and defence programmes. Asked if she has any political commitments she says harshly that no naval officer is permitted them, and steers the talk back to education. "Alvin Toffler was quite right with his *Future Shock*," she says, with a burst of sudden and unexpected energy. "The changes are coming ever faster. Half of all modern mathematics have been developed since World War II, and half of all distinguished mathematicians in the history of the modern race are alive today. No one can take time off. Those who don't keep learning are going to fall behind."

Our 45 minutes are up. She has to give a lecture to the British Computer Society. An absolutely unperturbed woman, who takes all that comes to her with a mixture of gratitude and confidence. Captain Grace Hopper gathers up the petit point dragon and buries it off to powder her nose.

Caroline Moorehead

Caroline Moorehead

Caroline Moorehead

Caroline Moorehead

Caroline Moorehead

Caroline Moorehead

THE ARTS

Gary Burton
Queen Elizabeth Hall

Richard Williams

Extreme virtuosity can never seem commonplace, particularly on a recondite instrument, but by now one is accustomed to Gary Burton's remarkable enlargement of the technical vocabulary of the vibraphone. After a dozen or so years as one of the most popular attractions in the jazz field, he is no longer merely a prodigy with the freshness and energy of youth constantly in his corner. Perhaps, then, it may be time to assess the true nature of his contribution.

In fact it seems that what he plays is distinctly the product of his spectacular instrumental gifts. His solos depend for their impact on a torrent of improvised melodies, stemming quite straightforwardly from the contours of his material, and piled on top of one another with such swiftness and vigour that a ready perpetual motion is created.

His unaccompanied sequence on Monday was a tour de force of the four-mallet method, although he is a sound enough architect to punctuate the breathless scurry with an occasional pause before dashing off again in a flurry of demi-

semiquavers. His most profound playing occurs at slower tempos. Nevertheless it may be that he has achieved most as a leader, creating a series of intimate ensembles which have fruitfully concentrated on the output of a handful of favoured composers. The works of Carla Bley, Michael Gibbs, and Steve Swallow (Burton's bassist) are a constant presence, contributing as much to the quartet's character as its players.

On Monday we heard the lightheartedly poppish cadences of "Knees Up", Swallow's ebullient "Falling Grace", Keith Jarrett's meditative "Choral", and Duke Ellington's "African Flower". Bley's nostalgic "Vox Humana" drew from the group's rum-packer, "Tiger" Okushi, elegant musical gestures refined enough to echo-delay unit. Gary, Chef, the drummer, often sensibly infused the rock rhythms with a fluid triplet emphasis.

Sharing the concert was Azimuth, a British trio which acts as a vehicle for the limpid compositions of its pianist, John Taylor, who maintained lulling ostinatos behind the voice of Norma Winstone and the trumpet of Ken Wheeler. Working in unison, in counterpoint, and by imitation, they made a coolly seductive noise: the occasional dissonance jarred like an onion in a blancmange.

Twelfth Night
Old Vic

Irving Wardle

As my earliest Shakespearean memory is that of Robert Edeson's famous "sed Feste" in the 1948 Old Vic season, it comes as a musical experience to see him back in that role at the start of Prospect's Festival of British Comedy.

I have seen no better Feste over the past 30 years, and this time Mr Edeson has the full weight of Tony Robertson's production on his side. Feste is given the powers almost of an ill-fated Prospero, conjuring the comedy into existence, periodically halting the revels with icy intimations of mortality, and finally consigning it to a shadowy oblivion as he holds the stage alone, singing into the gathering darkness.

"Sad" is no longer a sufficient word for the performance. At first sight, clad in a shabby linen suit and plumed steeple (it is a modern dress show), he radiates agility and ironical gaiety, challenging the audience with sparkling eyes, and leading them up the garden path to the moment when, in the

midst of the drunken party, he peremptorily silences the rollicking chorus and the on-stage band, and turns the ending of "Come Away Death" to stark desolation. A black pit opens under your feet.

The production supports the authority and meaning of this performance by allowing Feste to summon the cast, around which most scenes are set, and projecting the imagery of his last song into funeral thunderstorms, one of which darkens the concluding epilogue. On past occasions Mr Robertson has marred his work with this kind of sledgehammer emphasis; this time, he hits the nail memorably on the head.

In saluting this great performance, I hope not to undervalue the rest of an outstanding revival which articulates all the strands of the plot with fresh and just invention, offering an Andrew (Romie Stevens) who really can cure a cancer, a lugubriously fruity Malvolio by Michael Denison (first seen squiring Louise Purnell's haughty Olivia to church to the sound of an off-stage organ), and a superb Viola by Eileen Atkins, wary and knowing, all her comedy arising from a sense of the quicksands of desire and an acquaintance with death.



Photograph by Donald Cooper

Eileen Atkins and John Rowe

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"One of the most ambitious new plays the National Theatre has yet attempted... stylish, acidic funny... the most powerful young writer around." (Punch)

"Plenty has the glittering edge of a Toledo blade" (Guardian)

"Clever, ferociously witty and deftly staged" (International Herald Tribune)

"The finest modern part any actress could conjure up... KATE NELLIGAN'S performance is breathtaking, her triumph is total... she is magnificent" (Daily Mail)

"KATE NELLIGAN as the heroine is magnificent" (Time Out)

"STEPHEN MOORE is excellent" (Observer)

"JULIE COVINGTON... vivid" (Financial Times)

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Kevin Billington: Pinter specialist

When Kevin Billington's production of *The Homecoming* reaches the West End on May Day it will be the first major London revival since the play's initial Aldwych production in 1965. But Billington, though this is his West End debut as a director of plays, is fast becoming a specialist in Pinter revivals, having recently done both *The Birthday Party* and *The Caretaker* for Michael Croot at the Shaw. He also, of course, has familial links with the playwright: his wife, the novelist and critic Rachel Billington, is a sister of Lady Antonia Fraser.

"That's not how it all started, though", Billington is quick to point out. "I did *The Birthday Party* before Harold and Antonia got together, largely because I was very keen to work in the theatre and Croot offered me the chance to do it; and I'd known Harold for some years because he'd worked for me as an actor in a film called *The Rise and Rise of Michael Rimmer*."

For this revival Timothy West and Gemma Jones and Michael Kitchen lead a strong cast who've already been playing in Oxford and Richmond and at the Jerusalem Festival; Billington himself, as a gesture to Leot and a way of surviving the rehearsal period, has been laying off the drink and reflecting on the difference between this job and his last, which was the making of an American television spectacular called *Echoes of the Sixties* starring Twiggy, Alan Price and Mary Quant ("not going to save your marriage or change a life, but, for all that, fun to make").

The son of an executive in British Aluminium, Billington was born 43 years ago in Warrington and educated at Brynston in the generation of Terence Coman and the late Nicholas Tomalin. From there he went on to Cambridge to read economics in the time of Michael Frayn and Jonathan Miller. "I spent most of my

Cambridge life just trying to keep my feet on the ground: no acting or directing, mainly because I wasn't good at coping with amateur situations: I hated the idea of playing at theatre so instead I played a lot of games—rugger and cricket, mostly. Then after Cambridge I went to Sweden for a year and dropped out, though in those days it was still called not having a job. I ended up teaching English extra-murally at Stockholm University and my passport, literally translated from the Swedish, says 'installed as a dishwasher', which gives you some idea what else I was doing there."

"Then I began doing English-for-Schools programmes on television which rose to No 2 in the popularity ratings since there wasn't much competition in those days in Swedish television; eventually I decided I couldn't go on making a career out of just being English, so I came home."

Armed with his Cambridge qualifications he got a job with the Economist Intelligence Unit and spent a year trying to break into the BBC before they eventually took him on as "general assistant" in the Leeds radio studios. "Producing *Gardeners' Question Time* I was, mostly, in the great days of Freddy Grisewood and people with names like vegetables, Bill Squerbats and that lot. I used to keep searching for the jokes. Then I met Donald Baverstock in a lift at Broadcasting House in Manchester and he gave me a job as a producer on the old *Tonight*."

Billington and Ned Sherrin were co-producers of two studio directors at a time when its other producers included Jack Gold, Tony Jay, Derek Amore and Mike Tucker: a vintage time.

"After a while in the studio they let me out on film, and I began working with Alan Whicker in Mexico and Ken Allop and MacDonald Hastings around England, and it was then that I began to get really excited about what the camera could do. In three years I made over 200 10-minute films; it was like the old Hollywood days of the two-reelers, and at that rate even an idiot could have learnt the elements of film technique."

From *Tonight* Kevin Billington graduated to making full-length BBC and ITV documentaries including the classic *Twilight of Empire* with Malcolm Muggeridge revisiting India. "All you have to do in this film, boyo," said Baverstock as we left for the airport, "is combine the past with the present." Oh, I thought, "this is all", but the best thing about working with Malcolm was that he kept offering to introduce me to this girl and when finally he did I married her and we've lived together happily ever after. He also took the trouble, long before Rachel and I still didn't know each other, to tell her I'd be a suitable son-in-law. Malcolm's like that: nothing if not persistent."

Three more years in full-length documentaries and then Billington was asked to do his first feature film, *Interlude* starring Oskar Werner. Not a great critical success in this country, but a money-maker in America.

"Suddenly it was air-conditioned Cadillacs at the airport and long transatlantic phone calls, and I still didn't know what had hit me. I'd never used colour or 35-millimetre or indeed actors before I got to *Interlude*, but that gave me a taste for the wide screen, so then I did *The Rise and Rise of Michael Rimmer*, which was a comedy about a man who was a studio director at a time when its other producers included Jack Gold, Tony Jay, Derek Amore and Mike Tucker: a vintage time.

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ENTERTAINMENTS

When telephoning use prefix 01-928 2252 unless otherwise stated.

OPERA AND BALLETS

COLLIERIUM CROCI 01-928 5088
Reservations 01-928 5091
ENGLISH NATIONAL OPERA
Tonight 7.30. *Julius Caesar*.
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LEATHER

Market potentially 20 times greater

an Grainge

Age of space exploration and the advanced technologies that are used every other week in industry are still very much on the minds of ancient crafts men on maintaining a fine balance between the old and the new. This is true of the leather industry, dependent on the continuation of a worldwide stock of sheep, goats and pigs raw material of hides and skins.

There is no immediate prospect of any major reduction in such raw materials, but the most still take into account the fact that it is a factor that may be taken seriously by industry at some time in the present, there are doubts about the availability of the supplies of hides and skins.

There were not for this industry it could be said that the leather industry is very good. It has had its share of technological advances and this is the impressive industry in the use of leather which has been the most important element of the industry in the past decade.

Year, however, still about half the available and with the rising standard of living throughout the world, the industry predicts that by the end of the century everyone will buy two shoes a year and the world population

present market split for leather is 49 per cent footwear, 26 per cent clothing, 7 per cent gloves, 8 per cent handbags, briefcases, luggage and small leather goods, 5 per cent upholstery, 4 per cent chamois and 1 per cent industrial and miscellaneous. Many tanners now realise the possibility of leather garments overtaking shoes as the main market for leather. This would bring them many advantages.

Feasibility studies of the economic use of raw hides and skins indicate a higher return in garment leather compared with shoe leather. They also show that there is an exploitable market potential in leatherware which could be 20 times the present leather and worth one and a half times the total United Kingdom turnover of leather of roughly £200m.

Steps that might be taken towards achieving this potential are: to expand men's leather gear to the present level of women's leatherware; sell one garment to every person over the age of 15. Tanners believe that all these are attainable targets but to realise them they will need to look beyond their existing sources of raw material. The industry will also probably need to achieve more reliable and possibly cheaper after-sales service in the form of dry cleaning and washability.

An important contributory factor to the increasing use of leather for garments has been the rapid growth in the demand for gliding leathers. This has been largely brought about by the increase in leisure sports activities such as golf, sailing, mountaineering, riding and motor cycling.

Each a reorientation of leather sales will profoundly affect the shoe industry. In the first place raw hides and skins at present tanned for shoe leathers will go for garment leathers. This is happening already as the specialist garment leather tanners are looking at or

using hides, calfskins and pigskins and a growing number of shoe leather tanners are tanning their customary raw stocks for the garment trade.

If the side leather tanning companies can swing more and more of their production into the garment trade they will be able to concentrate on the specialist upper leathers. This will enable them to exploit the innate eye-appeal, individuality and prestige value of high-class leather.

Traditionally these firms have hunched themselves with selling the poorer hide grades, usually at uneconomical prices, which has meant that they have had to retrieve what they can from their top quality leathers. It is possible that they can use some of these grades of raw material more satisfactorily and more economically for garment leather and turn the rest into collagen fibre sheet, animal feeding stuffs, food concentrates and other uses.

In this way they would free themselves of the economic pressures and losses at the difficult bottom end of the market where problems are most acute and competition from synthetics keenest. It is possible also that in spite of a shortage of hides and skins to meet the demand for leather the tanner will resort to selective buying of only those hides or even parts of hides which can be turned into leather at economic prices.

In competition with leather, however, the three main advantages claimed for synthetics and to some degree conceded by tanners are: uniformity of thickness, shape and surface; easy care and the ability to retain their new look longer. It seems unlikely that leather can be successfully joined to the future must be the competition from Third World producers of hides and skins, particularly those in South America.

But discontinuity need not be a major disadvantage and experiments in squaring off, segmenting, flaking, filling and evening of substance as well as selective buying can

be expected to help to solve many of the physical disadvantages of leather. Research is already indicating some answers to the problems of easy care and retaining the new look for leathers quite apart from the many washable suedes, brushable pigskins and machine-washable garment and glove leathers.

The industry is working on other consumer-oriented performance characteristics such as in-built water resistance, guaranteed-wear sole leathers, rot and perspiration resistant shoe leathers and flame-resistant garment leathers.

Every year, however, sees the possibility of the automated leather factory drawing nearer. The tanner's job has always been to standardize the irregularities of individual hides and skins without losing the basic character and individuality of the leather. But it is not easy to fit such individual materials as hides and skins into the regime of automation. Even so, each year machines are appearing which link together or carry out sequential operations. Pilot and production plants exist which perform all the pre-tanning and tanning operations by computer control without any handling labour.

It seems likely, therefore, that the whole tanning process will soon be computer controlled with a feedback system to monitor production flow, quality control, colour matching and other operations.

But while the industry has shown that it is capable of coping with the challenge of automation and has successfully absorbed the changes brought about by rationalization the overriding doubt about the future must be the competition from Third World producers of hides and skins, particularly those in South America.

The remarkable increase in imports of upper leathers from Britain from four South American suppliers tells part of the story. From Brazil the imports were valued at

£333,000 in 1974 but last year they were £7,855,000. The imports from other South American suppliers also showed a significant increase. From Argentina they were valued at £332,000 in 1974 and £1,502,000 in 1977; from Colombia £17,000 (£52,000) and from Uruguay £145,000 (£277,000).

This has been primarily caused by the encouragement given to these and other Third World traditional suppliers of hides and skins to develop their own finished leather industries. Their raw material is, therefore, not coming into the auctions in Western Europe as it did formerly. The lower cost but good quality finished producers are coming to Europe instead.

Indeed, the Brazilians have made no secret of their plans to capture a large slice of the European shoe market by 1980. Blessed with plentiful supplies of hides and skins and low-cost labour they have created advanced leather and footwear industries which the pessimists in the industry fear will attack the European shoe industries one by one.

Argentina, too, poses a similar threat. European tanners will not be able to get any more raw hides from that country. But by 1980 it is expected that Argentina will have 80 million head of cattle all chosen for their high quality meat and raw hides. Argentina will then be able to count on having about 18 million high quality raw hides annually.

In the light of these developments it is going to be of vital importance for the industry to persuade these traditional suppliers to allow their hides and skins on to the free market as before. This, however, will be a matter for the Government to undertake. Yet, despite the anxiety caused by the uncertainty of future supplies the industry's outlook remains buoyant. Exports, always an indicator of an industry's state of health, have more than doubled since 1970 and are running at a rate well in excess of £70m a year.



Trevor Sutton

Trade suffers from substitutes

by R. D. Higham

The United Kingdom's leather industry makes an interesting economic study. Hides and skins are the largest world commodities which are not primary products but by-products. Supplies for the leather industry are totally reliant on the demand for meat and the availability of animals for slaughter and in no way can leather be automatically matched by increases in supply of raw materials from the meat industry.

The cattle holdings have declined from 15,250,000 in 1974 to 14,760,000 in 1975 and to 14,010,000 in 1976. The 1977 figure was expected to show another fall. Sheep holdings have also fallen from 28,600,000 in 1974 to 28,360,000 in 1975 to 28,180,000 in 1976. The added influence of the growth in live sheep exports was expected to cause a more significant decline in stocks in 1977.

Reductions in cattle stocks were shown in the rise in cattle slaughter from 4,630,000 in 1974 to 5,380,000 in 1975. This dropped back to 4,420,000 in 1976. Last

year the meat and hides trade suffered the effects of the country's inflation. Spurred along by the public's demand for the natural properties of leather, the market for leather was good and this had made hide and skin prices firm and leather prices high. Inevitably price substitution by other cheaper materials increased and the market accepted greater quantities of cheaper imported finished goods and leather.

With a reduction in leather demand, hide prices slumped and this hit the meat trade. Butchers had been relying on the good prices available for hides and skins to offset the inflationary trend to prices for cattle.

The effects of inflation are not as critical this year, but the situation in the meat industry in the short term is not very cheering. Throughout the OECD group during the past two years there have been reductions in cattle stocks. Now some countries are building up their herds and during this period slaughtering and hides and skins will be at

lower levels. In the United States, for instance, the country which supplies 70 per cent of the hides traded in the world market, the 1976 levels of hide supply are not expected to be repeated until 1983.

In the United Kingdom several factors militate against growth both in cattle and sheep stocks and hide and skin availabilities. High cattle prices will not stimulate a growth in demand for meat. The new slaughterhouse hygiene Act could lead to the closure of small slaughterhouses unable to justify the expenditure on improvements at low levels of throughput.

Demand for British meat in other EEC countries is good and before the devaluation of the "green pound"

takes effect, farmers are likely to get better prices for their animals across the Channel than in the United Kingdom. While consumers elsewhere in the EEC are prepared to pay higher prices for meat, the demand for meat in the United Kingdom is not likely to rise and with abattoirs not meeting the EEC hygiene standards and without limitation on live animal exports, the

movement of live animals to other EEC countries is likely to continue.

Even though hide and skin availabilities have declined, levels of raw exports have increased. About 50 per cent of cattle hides and 35 per cent of sheepskins are exported. Overseas demand for the British commodity is quite understandable because, along with other temperate climate countries, the hides and skins are better in quality and substance than those produced in the tropics. For the past 20 years the developing countries of Latin America, Africa and Asia have been building up their capacities for finished leather and leather products manufacture.

It has been estimated that the uncontrolled expansion of these industries has created a world over-capacity in tanning of 125 per cent of available raw material. Several countries in the Far East have had entire industries on hides imported from North America and Australasia.

continued on next page

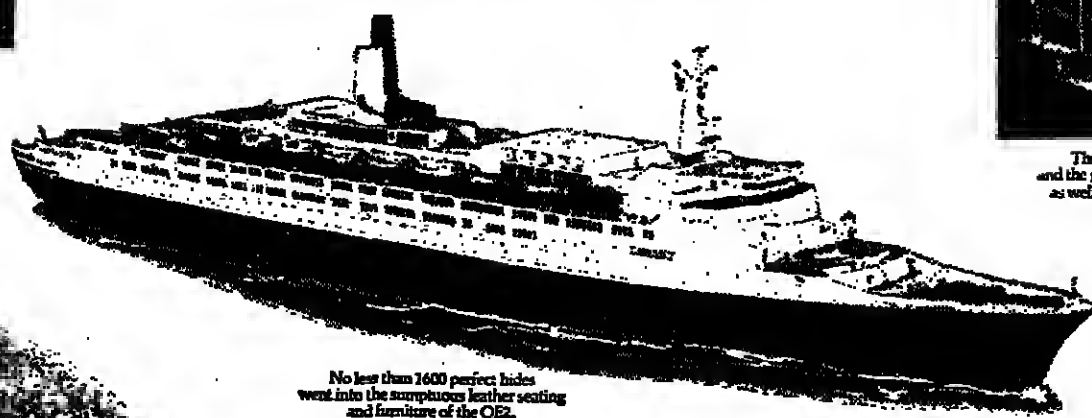
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John Smith

Growth of 'skinthetics' as they learn to breathe

by Patricia Tisdall

The high quality poromeric synthetic materials which were so enthusiastically launched in the 1960s never fulfilled their makers' early expectations. But cheaper leather substitutes have gained wide acceptance in the footwear business, leather's biggest market, particularly for women's shoes.

Court shoes with pvc and shiny polyurethane-coated uppers occupy a high proportion of most retailers' fashion displays while the sales of most shoes contain some non-leather material. It is reckoned that only about 5 per cent of shoes sold in Britain now have all-leather soles.

The growth of synthetics as competitors to leather in footwear has been comparatively recent. Ten years ago, plastics were used for little more than 8 per cent of the uppers of shoes manufactured in Britain. Today the proportion is approaching 50 per cent.

The increase is largely due to technological improvements in the synthetic materials and in adhesives and glues which help to bond shoe uppers to soles. A development known as "flow-moulding" has recently been introduced into shoe manufacturing, which gives a "sewn" effect to the upper material by embossing it to a mould in a single operation.

The early plastics were cheap in appearance and inflexible. Besides the difficulties with adhesives, they tore easily and cracked, and the surface quickly lost its shine. While most of the other problems were overcome relatively quickly, the big disadvantage of plastic footwear is that its lack of porosity causes feet to become hot, sticky and uncomfortable. That does not matter so much with women's fashion shoes which are lower cut, and women in any case tend to change their shoes several times a

day, but it can cause real difficulties with men's wear. The breakthrough on this score came with the poromerics such as Porvair and Du Pont's Corfam which, the makers claimed, breathe like leather besides retaining the other advantages of plastics such as its ability to be easily wiped clean. The trouble was that the cost of producing poromerics was such as to make the end product little, if at all, cheaper than real leather.

Porvair's and Du Pont's hopes that their products would replace leather in British shoes were further dashed by floods of cheap imports, made from leather, mainly from East Europe. Coming from countries such as Poland and Romania, the imported leather shoes are being sold at less than the prices for the Porvair equivalent.

The difficulties proved too formidable for Du Pont which in 1971 dropped Corfam after losses topped an estimated \$100m (about

£58m). But Porvair, in which Innot, the American printing ink company now has a majority holding, remains. Made public in 1969, Porvair moved briefly into the black in 1973 and 1974 but has reported losses ever since. However, given a large Soviet order, it has expectations that profits are, again, in sight.

Porvair is claimed to be the best of the poromerics including its rival Corfam. Like Corfam it has air bubbles which allow the material to breathe, unlike other poromerics Porvair is homogeneous and does not need to be supported on a fibre base.

The earlier versions were laminated which meant they were difficult to cut and were stiff to shape and wear. Porvair, having no base, is completely flexible which means that it is also kinder to the foot's shape and then reverts to its original mould which also tends to retain a smarter look for longer. Despite all the advantages

of poromerics, if the cost is equal, most people opt for leather for their shoes. The Porvair company has taken on leather on some new fronts such as footballs, luggage, ski boots, horse harness, military uniform, trappings and watch straps. But it continues to see shoes as the most appropriate application for its product, and has settled down to work for an improvement in the present stagnant market for shoes.

When Corfam, the first of the poromerics, was launched at the end of 1963, it was described as a second nylon, capable of doing to the leather what nylon did to textiles. But cow's hide, which is the basic raw material, has proved more difficult to imitate than silk or wool.

The quality and of the shoe market is regarded as a safe bet for leather for all time, while the cheapest end can be satisfied with less highly developed plastic materials. Footwear still represented about half of leather production in 1971, and leather producers are well aware of the inroads which substitutes have made into their highest market.

The tanners whose supply of raw materials will last as long as the demand for beef are capable of cutting their prices to protect their market share. In this way they can keep out the most advanced synthetic materials, but it is largely accepted that they are fighting a losing battle against the cheaper substitutes where price is concerned.

Apart from shoes, luggage and, to a lesser extent, car upholstery and handbags, all which were at one time exclusively made of leather, have become prime markets for plastic materials. The substitutes match leather in toughness and have the advantage of taking dye readily, being easier to clean and lighter for the wearers (an important factor for suitcases).

Above all, most synthetics have the advantage of being stable in price (oil is apart). Their price competitiveness does not end at cost per yard: there are manufacturing savings to be made. For instance, they are less wasteful, since plastic materials are uniform in shape and thickness, allowing more layers to be cut in operation and simplifying the need for skilled labour to deal with the irregular shape of hides.

However, the areas of plastic fabrics compete with leather are highly geared fashion trends. Despite practical advantages of substitutes, consumers over the world have demonstrated that they regard real leather as superior material.

What the increased competition from the synthetics has done in the space of a decade or so has been to shift the tanners from their total dependence on sheep to a broader base. One of his successful moves, forecasted the Leather Institute in early 1960s, was to demonstrate that leather could be used for clothing. "Ann has been intensifying the leather processing, developing new finishes, leather to give it the characteristics of its raw state. A change in fashion is as the fad for women's boots could easily mean a boom for leather and a thrust in a battle that is substitutes match leather in from over.

You too can boast a waterproof bikini

by Shelagh Davy

Few women can resist the lure of real suede and leather production is specialised these days that it can be made to suit almost any occasion. You can even wear a waterproof leather bikini if you want to. Fashion leathers while the sales of most shoes contain some non-leather material. It is reckoned that only about 5 per cent of shoes sold in Britain now have all-leather soles.

Heavyweight leather jackets which can be draped, pleated, smocked, pin-tucked and embroidered, made into dresses and skirts. If money is no object, houses like Loewe and Gucci, both of Old Bond Street, offer more than just a leather garment for they can supply a specially matched or toning outfit including belts, bags and boots and silk scarves and shirts. The difficulty in buying a matching outfit is that leather goods and footwear usually require a different quality of skin and manufacturing methods are highly specialised. As colours are seasonally changing, the world fashion councils in most cases it should be possible to match or tone accessories (in daylight) carefully from different sources.

It pays to shop around, not only where prices are concerned but also for quality and originality. The smaller the concern the more likely it is to take the trouble to provide a made-to-measure service, which is such a bonus to those with long arms, short legs and a pear-shaped figure. After care, too, is a matter of pride for these communities.

Tucked away in Smith Street, Chelsea, Maxfield Parrish is a small high fashion concern which competes with other exclusive top fashion houses, while working almost entirely in suede and leather. For next winter its coats will be hung with off-the-shoulder sleeves and colours planned are grey, tan, dark brown and black. Half way down Bond Street (where it is still New Bond Street) Cuero has established itself comfort-

ably within the mainly tourist trade. There a made-to-measure service is offered at little or no extra cost if the customer in stock the required colour or size. Skins are selected very carefully so that the customer gets only the best and hats and belts can also be supplied to match. Designs there are feminine and manage almost impossible to combine fashion with timelessness. Its best selling line is a backing jacket which can be supplied with skirt or pants if desired.

The richest parts of London for leatherwear are, apart from most big department stores, Bond Street and the immediate area around Harrods, which probably carry the biggest selection from a variety of manufacturers. At present Harrods has some interesting items from two Finnish manufacturers, Turkuksu and Fritila, Italy's Roberto Cavalli, whose painted designs are unmistakable, Israel's Beged-Or, France's Corvair, England's Patti Searle (who uses Pittard's very clever leather), Suede-club and many more.

Another large choice of designer collections can be found in Skincraft, New Bond Street, in addition to Patti Searle, Or and others, also carries Ann Buck's suede and fabric mix designs. Chinchilla, mainly a supplier of leather goods, also carries a wide selection of well-made classic fur suits, mainly pizkin, which are good value for money. In Searle's Cherry garments, very classic in the past, are now aiming at top fashion at reasonable prices.

It is the middle market which is being squeezed out of existence. The UBS group recently found it necessary to close down its chain of fur stores, which included 38 branches of Suede Centre. With developing countries flooding the European and American markets with low-cost, low-quality designs, European manufacturers find they are unable to compete with these cut-throat prices and are having either



Chamois transported to an unusual setting: spring dresses by Fritila of Finland.

to get out or upgrade their merchandise.

As leather is such an expensive commodity it is easy to see why it is easier to upgrade prices, although the standards of manufacturing are not always upgraded to match and there are many fairly expensive garments on the market with a poor finish and no lining.

Suede and leather clothing is traditionally an autumn, winter seller, but manufacturers often get round this by putting our fabric clothing with leather or suede trims. Patti Searle is featuring cotton print skirt with leather trim and waistcoat. Jean Bitts favours trims or loose skin jackets and coats to be worn over matching crêpe de chine dresses. For the winter, however, the warmest coat available, warmer even than some furs, is the woolled sheepskin or lambskin coat where the wool provides a fleecy lining.

Morlands is the brand leader in this country and its coats tend to cost a bit more because it uses lamb-skin rather than sheep, which is more expensive and also softer. Sheepskin names

to look out for are Balis and Drapers. Mostly these coats and jackets are constructed on fairly classic lines, so anyone requiring a more high fashion look should look at the Fritila selection which offers drop shoulder seams and fuller, easier to wear styles.

There are two misconceptions to the leatherwear market which it is well to know about. The first is referring to all soft, fine, natural coloured suedes as chamois. Chamois is a named leather, entirely different from most leathers and if you think of the way your washcloth absorbs water you will realize the difficulties in using it for clothing. A few manufacturers do use chamois for summer wear and Fritila is one of these.

The second is antelope suede or leather. Generally speaking there is no such thing as antelope suede. "Antelope" coat, probably bought in Spain or Morocco, is merely means that it is top quality, fine suede. In the same way one might look at dooskin with much suspicion.

Trade suffers from substitutes

continued from previous page

Other countries have unwittingly installed tanning capacities in excess of local availability of raw material and have prohibited the export of their raw material and the import of finished leather and manufactured goods. The situation is one of marginally lower world raw hide and skin availability with an increasing number of buyers concentrating their attention on agriculturally advanced free-trading nations of the OECD, notably the United States, Australasia and Western Europe.

The quality of British hides and the consistency of their grading make them attractive to overseas buyers. When the campaign to eradicate the warble fly has taken effect the hides will be even more in demand. Interest in raw sheepskins and de-wooled pickled pelts has been growing because Britain is one of the few OECD countries in the northern hemisphere with a sizable sheep population. Slaughtering in 1974 were 13 million head, rising to 13,150,000 in 1975 and dropping to 12,900,000 in 1976.

In order to produce the full range of leathers for the footwear, leathergoods, clothing and other markets, tanners import types of raw material which are not available in the United Kingdom. In goatskins and hair sheepskins come from certain African and Middle East countries, semi-processed

skins are imported from the Indian sub-continent, pickled lamb and sheep pelts come from New Zealand, reptile skins are shipped in from several tropical areas and, as most pizkin in the United Kingdom is sold attached to the meat, these are imported from Eastern Europe and Japan.

Growing leather industries in the developing countries, however, threaten to limit supplies from many of these sources and the United Kingdom will become more reliant on its indigenous raw material. A healthy national economy stimulating a serious demand for meat is therefore essential to the future of the British leather industry.

The industry needs a healthy home market for its leather and the greatest challenge is to increase the demand for leather in imports of footwear, leathergoods and leather clothing from other OECD countries, developing countries and the Comecon area. All these industries are a long way from showing a positive balance of trade, much more so in the United Kingdom footwear market is more than 40 per cent and rising and many of the imports are suspected as dumped.

The story of woe is repeated by the leathergoods industry where imports have reached similar levels. In 1976 United Kingdom footwear manufacturers produced 157 million pairs valued at £473m. During the first 11 months of 1977 imports passed the 100 million pairs mark, valued at £199m. Exports during this period, although higher than the previous year, were only 19,200,000 pairs valued at £93.8m.

Production value for the British leathergoods manufacturers in 1976 was £71.76m; of this, goods valued at £39.57m were exported. Imports reached £27.82m in 1976 and the final figure for 1977 is expected to be more than £50m. Despite the problems outlined above, Britain has one

of the strongest leather industries in Europe. This is being maintained in the face of dullness of demand in general and the inroads made not only by finished goods imports, but also finished leather imports. The bulk of the industry's ability to make high and consistent quality leathers to specific customer requirements and its success in the export market. The two go hand in hand and over the years have established British leathers firmly in markets throughout the world.

Italy is probably the most famous leather and shoe manufacturing nation, yet British leathers find their way into Italian shoes. Scandinavian hides have the finest grain quality in the world, yet these hides, raised in Britain, adorn Swedish cars and Norwegian furniture. Clothing leathers made from British sheepskins or pelts from the Middle East and New Zealand are made into top quality fashion leatherware in a host of countries. These are just a few examples of the breadth of the market.

In finished leather there is a positive balance of trade. In 1976 imports were valued at £43.3m while exports touched more than £71m. The industry has an annual turnover of more than £250m and exports of unfinished and finished leather represent about 40 per cent of the output. Applied to the 1975 figures this represents per worker a value of exports of £4,400 compared with the national average of £2,700. This almost equals the motor industry figure of £4,500 and as most of the leather industry is not backed by any government aid, it must count as a better export achievement.

The broader world demand for hides and skins, particularly in countries which are remote from raw material sources and up-market markets, is creating a situation where more hides and skins are in the production pipeline for longer than ever before and, consequently, the effect of a dull

market for leather is taking a long time to reach the commodity market.

The protective and incentive measures adopted by many countries may keep prices at unrealistic levels and render permeability to the problems of the leather industries still endeavouring to operate in free-trade economies. Such is the case of Britain, its EEC partners and some of the other OECD countries.

The singular ability of the British tanners is to make the best value of a resource of limited availability and to succeed in world markets with their products against strong competition on all fronts. Only private enterprise with its latent ingenuity and drive could be successful in these circumstances.

The author is editor, Leather.

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Industrial demand is a matter for education

Nick Cole

Leather is among the oldest natural products in daily use. It is the only material that has been used for so long, and in so many different ways, that it has become a part of our lives. It is a material that is both strong and flexible, and it is a material that can be used in a wide range of applications. It is a material that is both natural and man-made, and it is a material that is both old and new. It is a material that is both simple and complex, and it is a material that is both beautiful and functional. It is a material that is both a part of our lives and a part of our history. It is a material that is both a part of our culture and a part of our identity. It is a material that is both a part of our world and a part of our future.

The need to remind these responsible for specification and purchase that leather is suitable for a wide range of industrial uses. Furthermore, they point out that far from being obsolete, leather is used in cars, aircraft, machine tools, hydraulic, pneumatic and other modern industrial equipment. "Synthetics are automatically assumed to be an improvement but leather has more to offer on many occasions. This is why we are trying to educate young engineers to consider leather alongside synthetics," Mr David Cutton, managing director of Grafton & Knight, and chairman of the Industrial Leathers Federation, explains.

The federation is an output of industrial leathers is higher than it was 10 years ago, and is being achieved by a smaller number of companies. "For those tanners left in this particular branch of the industry there is a steady call throughout the world, but this is in the main due to fewer supplies rather than greater demand for the leather," Mr Harold Birkin, managing director of Joseph Clayton & Sons, the Chesterfield-based specialists in the production of heavy leather, says.

Despite an intermittent trend towards grouping, the industry remains one in which fairly small, private firms predominate, with the exception of the trade's biggest operator, Barrow Hopton.

The majority of them are based in Yorkshire and Lancashire. A few of them are tanners as well as manufacturers but, in the main, manufacturing from finished leathers is their function. No figures can be quoted with confidence, but it is certain that the sector's output is not one of the largest in the industry. Nevertheless, its marketing is both vigorous and enterprising.

Claytons, for one, produces a multi-lingual leather—in French, German, Spanish and Italian; while the ILE's main brochure represents a bold, professional example of cooperative selling in a specialized, technical sector.

"What do most engineers know about leather? Probably not much..." is its opening. It goes on to suggest that the unique properties of leather provide real advantages which are being amplified and extended through in-house research and the industry's own research association. Sometimes leather wins over synthetics by sheer versatility, sometimes on cost, and sometimes by the ingenuity of technologists in devising new treatments.

The brochure continues: "Not the least interesting development of recent years is the alliance of leather with synthetics to extend the usefulness of both—belting which combines the stability of nylon with the grip of leather, protective bellows of leather for long springs life, coated with plastics for resistance to chemicals—the list keeps growing."

Leather is applied as a solution to unusual problems. Special purpose uses include laminated, lathe-turned flexible couplings; flexible diaphragms for metering and pressure control in the gas industry; and various uses throughout textile manufacturing. A variety of processes is used to prepare leather: vegetable tanning, using both natural and synthetic vegetable tannages, and chemical, mineral, oil and combination tanning. Leathers are almost always impregnated with oils and/or greases to impart required properties. Typical treatments given to industrial leathers include anti-freeze oil (for low-pressure hydraulics); colloidal graphite (when minimum friction is imperative); synthetic mineral wax (standard impregnation for pneumatics); thiolols and silicone rubbers (flame-retardant and oil-resistant); and animal oils and fats (for resistance to flexural fatigue).

Exotics' future seems uncertain

A page devoted to the fashion trade which in turn feeds its products to stores and salons. Yet the overall market in exotics has diminished—even before the 1973 Washington convention on international trade in endangered species, which effectively outlawed the killing of some wild species and introduced strict import/export controls covering others.

As one of the 60 signatories, Britain endorsed the provisions of the convention in the 1976 Endangered Species Import and Export Act, which became law in February last year. Only a handful of tanners specializing in exotics now remain and they are struggling to retain their market share against fierce foreign competition.

"Practically any country with raw materials useful to us is a signatory of the convention," Mr George Varley, managing director of leather manufacturers A. T. Kinswood, says. "I don't think the convention has affected our trade at all except for the supply of Indian lizard skins. The government departments, while they have had to go along with world opinion, have, generally speaking, been as helpful as possible."

Founded in 1934 by its present chairman, Mr Horace Atkins, Kinswood went public in 1965. It now employs 70 people, and is based at Leighton Buzzard, Bedfordshire. Although specializing in lizard skins, the company also handles crocodile, snake, python and shark skins. At least 50 per cent of Kinswood's annual sales are direct exports, as well as some indirect exports through made-up articles. Mr Kenneth Batchelor, sales director of the firm, says: "The producing areas span most continents. Indonesia, South America, East Africa and South America are prime sources of python skins. The Cayman Islands provide the skins taken from the legs of turtles. Lizard skins are supplied by Africa, South America, East Asia and India, which also produces crocodile skins. From the cluster of farms in the Klein Karoo district of Cape Province are derived the main supply of ostrich skins used in the manufacture of handbags."

Animal husbandry has developed as various governments control their ecology and natural resources more firmly. Pilot schemes exist in Malaysia, New Guinea and the United States, and plans are being discussed for the intensive rearing of crocodiles in Indonesia and South Africa. British tanners effect most of their buying on a forward purchase basis through London. The availability of skins is influenced by political as well as conservation measures.

The Washington convention set up two lists. List A, endangered species, the trading of which is not normally allowed, and List B, threatened species, the trading of which is allowed under strict controls. Additions to the list are being considered. Control of commercial transactions is exercised through reciprocal licensing. An overseas customer wishing to export skins must obtain written consent from the scientific or management authority in his own country, while his British customer must gain similar clearance from his own controlling authority. In the United Kingdom's case, the authority is the Department of the Environment, advised by a body known as the Scientific Authority for Animals.

Conservationists condemn manufacturers as being interested solely in profits. The manufacturers say that their own economic survival depends on continuing and regular supplies of skins, and that therefore they are as keen on conservation as anyone else. "The last thing we want is to see species wiped out," Mr Varley maintains. Furthermore, they point out that skins are frequently a by-product of waste-product, particularly of industrial-scale farming, whose main function may be the production of food or blood serum. "If it wasn't for us, hides and skins would be a real health hazard. To destroy them would prove very expensive," the Leather Institute comments.

The industry also believes that where nature fails to regulate the growth of species, man is justified in doing so; indeed, he has to for self-protection on some occasions. The future of the trade in exotics seems uncertain. Major expansion is limited by the recently imposed restrictions. One hope is that United Kingdom firms will be able to win a larger share of the existing market from their mainly French, Spanish and German competitors. The Spaniards, who are not signatories of the convention, buy and sell skins where they wish, and have made major inroads into the market for finished goods, which the convention does not specifically cover.

Total British exports of exotics amount to about £4m annually, but these could rise as controls take effect in more countries. Only about half the signatories have ratified the convention so far. Meanwhile, the growing volume of overseas tourists who are buying British leather products is one encouraging sign that the craftmanship in exotics is unbeatable value, and among the finest to be found anywhere. N.C.

Books are not always bound to last

Charles Boase, leading bookbinders, Mrs Sally Lee Smith, puts it: "It is a bit hit and miss for the binder to get a non-acidic binding. We are absorbing skin. We are really at the manufacturers' mercy. We do the best we can, get the leather from reputable suppliers, give it a sponging with potassium lactate and hope for the best."

That sponging reinforces the Pira treatment, which was based on the discovery that the salts naturally present in vegetable tanning materials gave protection against sulphur dioxide in the atmosphere—the source of destructive sulphuric acid in bindings. It was also found that under the old de-hairing methods the leather was able to retain calcium salts, which formed a buffer against acid atmospheres. However, the new way, besides reducing the process from weeks to hours, displaced almost all the calcium salts.

At the tanning stage bookbinding leathers were not able to take advantage of the introduction of chrome-based tans, which made leather practically indestructible, because of certain drawbacks. Whereas vegetable tans fill the spaces between the fibres, holding a moulded shape and allowing the leather to be tooled easily, chrome leaves little excess tanning material between the fibres and makes a leather springy and hard to tool. Gold leaf will react with chrome unless it is pure gold. The first investigation into why modern bindings were not surviving as well as old was made in 1850, but the real improvement in performance did not come until the 1930s. This was a result of work by the British Leather Manufacturers' Research Association (BLMRA) in collaboration with the British Museum and the National Library of Wales.

This research produced not only the Pira test, but also a long-term, controlled experiment, started in 1931, using two sets of bindings of various tannages. One set was kept in the polluted atmosphere of London and the other in the cleaner air of Wales. An inspection in 1950 seemed to support the effectiveness of the Pira test, but by 1970 some deterioration was evident. The trial showed that chrome tanned leathers and those that contain no tanning material (vellum, parchment and alum tawed) had neither deteriorated nor accumulated significant amounts of sulphuric acid. Of the vegetable tanned leathers, those tanned as "hydrolysable" (especially the ones using sumach leaves) showed less decay than "condensed" tans (such as mimosa, widely used in India).

Miss Betty Haines, of the BLMRA, writing on "Deterioration in leather bindings—our present state of knowledge" in *The British Library Journal* of spring 1977, said: "We can advise on the tannages that should be used, but as yet we have no confirmatory evidence as to the influence on durability of the type of fat, dye, wetting agent and synthetic tan, all of which can be included in modern leathers". She concluded: "The most appropriate immediate action would seem to be that binding leathers should carry information concerning the tanning materials used in its preparation."

The BLMRA has invited the national libraries of Europe, North America and Australia to pay for a research programme. One suggested project is the modification of mineral tanned leathers with a view to imparting those properties required by bookbinders. The Harrold Leather Manufacturing Company, near Bedford, has started producing a partially chrome tanned leather. Bookbinders' requirements—for a leather which is strong, easy to tool and of great durability—appear to some extent to be mutually exclusive, but this company believes it has gone some way to reconciling them. It says: "We hope

we are making leather which is back to the pre-1840 standards and which can resist the modern atmosphere." But in the opinion of the tanners, J. Hewitt and Sons, of Edinburgh and Clerkenwell, London, the presence of chrome in the tanning could harm the paper in the book, quite apart from being hard to tool. Like Hewitt's, another big producer, G. W. Russell and Son, of Hitchin, Hertfordshire (owned by the Garnar group), uses only vegetable tans. It says its leather is prepared to last 100 years and it would need a lot of convincing that modern bindings did not last. Hewitt's 15 or 16 colours are always consistent, an important point in doing a long run of books. Russell's, on the other hand, uses 20 colours, but they tend to vary slightly, although that can be an advantage in the smaller-scale binder and restorer. About 80 per cent of all bookbinding leathers are exported, mainly to North America.

Of other bookbinding leathers, alum tawed skins are the most durable of all used in bookbinding. It is not a true tannage, but a flexible raw skin and is always dead white. Vellum (the word comes from veal) is also a raw skin, scraped of all hair and fat cells. The skins of lambs and kids can be used, as well as calves. Since the flood of Florence in 1966, when 30,000 rare books were saturated, vellum has enjoyed a new vogue. The restorers noticed that books wrapped in limp vellum, some of them centuries old, had withstood the years and the flood surprisingly well. That made people think it might be a quick, durable and aesthetically suitable method of rebinding old books. Since then there has been a lot of research into limp vellum binding structures and sources of the material. One of the leading English producers is H. Band and Co., of Brentford.

Parchment comes from the inner layer of a sheepskin (the same layer that can be made into chamois) and is much used for college diplomas and conservation work. William Cowley, of Newport Pagnell, Buckinghamshire, supplies the parchment for the freedoms of the City of London. It has been making parchment and occasionally vellum, since 1870.

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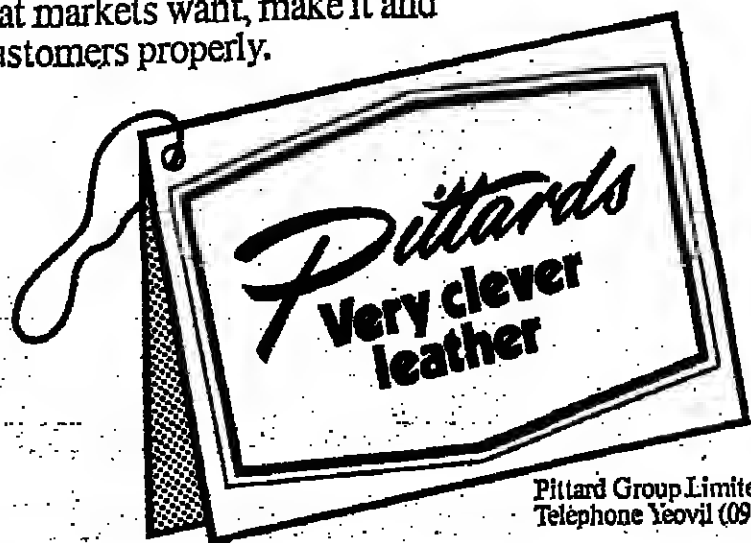
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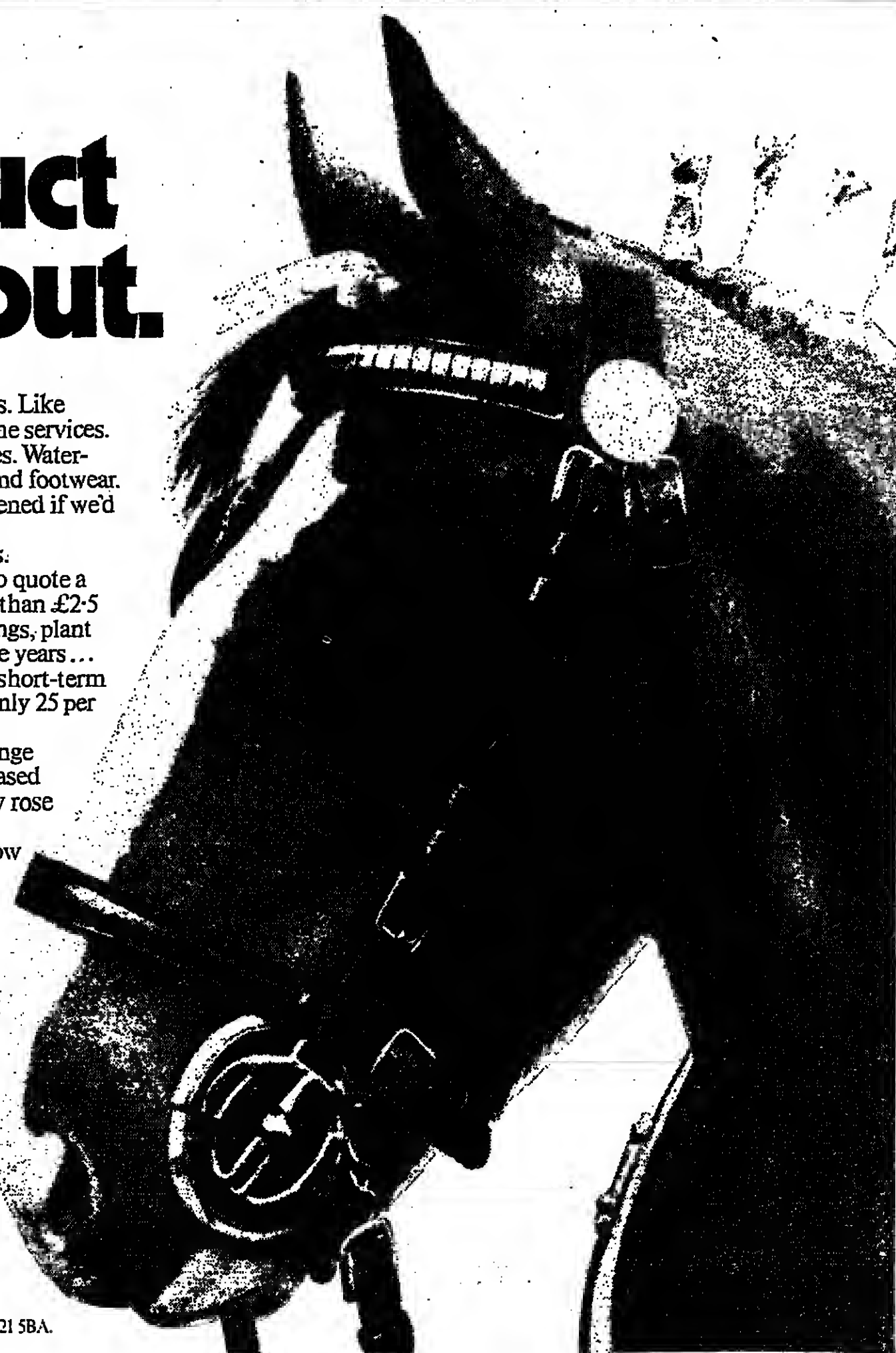
Over 15 years the Stock Exchange valuation of the company has increased by nearly 500%. The rest of industry rose by only 50%.

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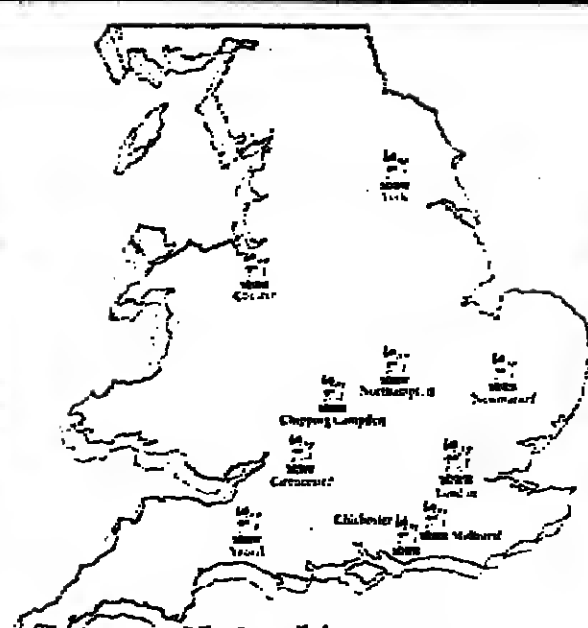
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PARLIAMENT, April 25, 1978

Civil intruders of British airspace will not be shot down

House of Commons

An assurance that civilian aircraft entering British airspace would not be shot down was given by Mr James Wellbeloved, Under Secretary for Defence for the RAF (Bexley, Essex and Grayford, Lab).

Earlier he had been asked by Mr Peter Viggers (C) if he was satisfied with the defences of the United Kingdom against possible air attack.

Mr Wellbeloved—Yes, and as I announced in the recent defence debate, the Government are continuing to make improvements in the air defences of the country.

Mr Viggers—The minister must be one of the few people, apart from those behind the Iron Curtain, who are satisfied with our defences.

Mr Wellbeloved—Before he criticises this Government for the state of the air defences, he wants to look back at the defences of the Opposition who dismantled and discarded the air defence capacity of the country. (Labour cheers and Conservative interruptions.)

If he wants to know what we have done to improve the defences of the United Kingdom, the Secretary of State for Defence (Mr Mulvey) announced the setting-up of another squadron of C10 fighters for air-to-air refuelling which will considerably improve our air combat capability.

Mr Viggers—The minister must give an assurance that an unidentified civil aircraft entering British airspace would not be shot down.

Mr Wellbeloved—I can give him an assurance that a civilian aircraft entering this country's air space would not be shot down.

We have well proven procedures, if an unidentified aircraft comes on the radar screen it is invariably intercepted. It would be signalled to and radioed to follow our intercepting aircraft and to land.

MP raises a point on Speaker's ruling

Mr Christopher Price (Lewisham, West, Lab) said he wanted to raise a point of order relating to part of the Speaker's statement on privilege on Friday. He was concerned with the paragraph of the ruling in which the Speaker mentioned the order of the court prohibiting the use of the colonel's name.

What (he said) is the basis of the words "in view of the order of the court prohibiting disclosure of the colonel's name"?

This was not the form of words used by the Director of Public Prosecutions and great concern has been expressed about it.

I hope you accept, Mr Speaker, that your form of words in the statement to remove the matter from the jurisdiction of the courts and then to claim that the courts have no further power "does not correspond to any stated or unstated objective by Mr Graham Page, who moved the motion, or myself or my colleagues.

As I understand it, the privileges of the courts are wholly for them just as ours are wholly for us.

You would accept there can sometimes be circumstances which arise of such national importance that Parliament must have its say irrespective of the position of the courts in the matter.

I would not wish you to rule immediately on this matter but ask you to take these points into consideration to any further statement you may make or in any contacts you have with the two Front benches in as much as they expressed a desire yesterday that this matter should be fully thrashed out on the floor of the House.

The Speaker (Mr George Thomas) said he would bear in mind the matters Mr Price had raised.



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Services to get 14 per cent pay increase

Government acceptance of the recommendations of the Armed Forces Pay Review Body on the levels of the military salary was announced in a statement by the Prime Minister.

Mr James Callaghan (Cardiff, South-East, Lab) said that in his report published today the review body had concluded that the pay of the armed forces had fallen seriously behind in the period since April 1975.

The report states (he went on) that increases in pay of between 15 and 38 per cent—averaging 32 per cent—are now required to restore the full military salary. They recommend that the full military salary should be restored at the earliest possible date, but they recognize the Government's expectation that increases which exceed the guidelines would need to be made.

They have recommended that this staging should be completed not later than April 1, 1980.

The Government accept the review body's recommendations on the levels of the military salary. These will be fully implemented to the current levels for April 1, 1980, in two approximately equal stages after this year, and, as the review body recommends, the Government give a firm commitment to that effect.

In considering the levels of the military salary, the review body had regard to the element of disadvantage of Service life, known in the Services as the "X Factor". They have also taken into account allowances and charges.

The Government have reached conclusions on these various elements in the light of the review body's recommendations and the following arrangements will apply for the year from April 1, 1978.

There will be an increase of 10 per cent in the military salary, together with an increase in the "X Factor" within the amount recommended by the review body, which will be paid in two stages. We shall restore it more quickly. (Conservative cheers.)

Mr Callaghan—She has expressed her view and she has said that she notices she says nothing about the reaction and impact of these matters on the community. I believe that in a situation as this, the Government have had to be enjoining on everybody the need to accept certain restrictions in order that we may not force the hand of the armed forces as they have done.

I will be interested to know whether the Government intend that the armed forces apply to the Government and to people elsewhere, if she were ever in a position to do this, she would either have to go back on her pledge—(Conservative interruptions)—it would not be the view of the Government, the Conservatives have—be make a lot more trouble for herself.

On rent and rate rebates, I realize she has not had the opportunity of reading the report.

It is not in some way an attempt to do something to the effect that the review body hopes that nobody will believe that application for rent and rate rebates is in any way wrong or improper or a confession of poverty.

The review body says that this system of rent and rate rebates should continue, that it is in the interests of the Forces, and it should not be regarded as wrong, poverty if applications are made in this way. (Conservative interruptions.)

I suggest that instead of shooting their heads off the Opposition should read the report and then they can question us again on the matter.

Mr Alan Lee Williams (Barnet, Herts, Lab)—Many members of the armed services will accept this recommendation of the Government, understanding the economic situation and the need to maintain some kind of incomes policy.

It would be disastrous for the armed forces if this issue were to be exploited by the Opposition at a time when the counterinflation policy of the Government is working. It would not have a counterinflation policy between the two sides who can do worse by the armed forces.

The real question is can we get a square deal, and this is, talking about being brought up to comparable status over the next two years will be generally accepted and welcomed.

If there are better ways of determining the pay of public servants we should try to find one. I note with interest what Mr Barnett and others have said about this. We do not want any group of public servants to be in a position where they are not prepared to put their hands into their own pockets.

Mr Donald Stewart (Western Isles, Scot, Lab)—I am not sure that a square deal for the forces, if military pay has fallen behind by 32 per cent they should be paid 32 per cent now. It is time governments were more realistic about the fact that police are or should be outside the

restraints of incomes policy, voluntary or otherwise.

Mr Callaghan—I understand his view, but no section of the community can be outside the general welfare of the community. We are all one nation and everyone has to play his or her part in it.

What will be accepted is that in a difficult situation the Government have gone as far as they possibly could to meet the legitimate demands and requests of the armed forces.

Mr Jack Ashley (Stoke-on-Trent, Staffs, Lab)—Fairness and flexibility are better bases for conducting industrial relations than the kind of party political gamesmanship which the Opposition indulges in on pay policy.

Mr Callaghan—It is to be expected that the Opposition will make the most of what they can, but the country will judge whether what is being said represents the country's interests. I am content to leave it to the country, having stated the Government's position. Most people will accept it.

Sir David Keir (Huddersfield, West, Lab)—Does Mr Callaghan consider that the limited statement on pay increases will rectify the expected serious shortage of RAF pilots whom it takes a long time to train? A lot of money is being spent on the RAF because it is not as easy as all that to get comparable salaries for every grade.

Mr Callaghan—The Government are following their usual line on defence questions of saying that we spend more than the Government without specifying how much it is declared. Conservative policy that such extra expenditure should not be met out of taxation but by reduction of social services, which means that although Opposition MPs make a lot of money, they are not prepared to put their hands into their own pockets.

Mr Callaghan—Yes. Next week we shall get demands for reduced taxation. I am not sure that the Government will be able to do that. It is bound to increase the tax being required, to which they are also opposed. One day, perhaps, they may begin to clear up their own difficulties.

Striking a balance on neutron bomb

The suggestion that there might be a "neutron bomb" which would "destroy" made in the House of Commons was made by Mr. James Callaghan (Cardiff, South-East, Lab). The remark came during questions to the Secretary of State for Defence about discussions with the United States Secretary of Defence.

Mr Callaghan said—When Mr. Mulvey next meets the United States Secretary for Defence would he congratulate him on the United States' decision to develop the neutron bomb? Can he assure us that nobody in the United States is in the Tory Party is planning a bomb which will destroy trade unionists and socialists?

Mr Frederick Mulvey—I will certainly convey Mr. Callaghan's congratulations to Secretary Brown. But I am afraid that neither on the subject of the neutron bomb nor on the subject of the neutron bomb will I be happy to give any assurance on behalf of the Tory Party, because the House of Commons have come to realize that there is an enormous difference between the neutron bomb which the United States has developed and the neutron bomb which the United States has developed.

Mr Mulvey—What has always been the case, and as the Prime Minister has made clear on a number of occasions, there is a question of balance between the military and arms control considerations on the one hand, and the security of the United Kingdom on the other.

Mr Callaghan—The views of the Conservative spokesmen would be a matter of major interest to me, ministerial colleagues.

Mr. Robert Hughes (Aberdeen, North, Lab)—Sir, the Evening News of a couple of weeks ago with a cartoon in which the neutron bomb was asked what benefit there was in it, and the answer: "To prevent looting."

That is the kind of thing that the ultimate capitalist weapon, and will have nothing to do with it. Mr. Mulvey—I do not recall the cartoon, but I do recall the fact that it is grossly untrue to say that the neutron bomb was developed by the United States to prevent looting.

Of course property would be damaged by such a bomb, though by no means as much as the matter had been established, although I understand that arguments will go on.

Mr Callaghan—The neutron bomb should be only one item in a whole, nuclear armament which causes such hysteria among many of his Labour friends.

Could it be that it is the only item in that nuclear armament which Britain and the West are ahead in the world? (Conservative cheers.)

Mr Mulvey—He is being unfair, that comment. As we have frequently made clear, our concern with the totality of nuclear weapons, and our desire to have a reduction by both sides of the totality of nuclear weapons.

It would be wrong to single out any one particular weapon for a treatment. What we want to do is get a reduction right across the board.

Later during questions to the Prime Minister (Mr Callaghan, Esq.) asked—Will he be intending to make a speech in the House of Commons on the subject of the neutron bomb? He said he was not at present planning to do so.

Will he ask President Carter to extend the decision a little further, only deferring the development of the bomb to a later date, until the development of the neutron bomb is complete?

Mr Callaghan—I have already been discussing the speech and I have had some discussions with the Secretary of State for Defence. I would like to see the line we should try to assert ourselves on disarmament at United Nations, when he was at the meeting.

We supported the decision President Carter to postpone production of this bomb. I hope that Mr. Callaghan will be able to produce it either, if the reports to be believed. (Conservative laughter.)

As regards the Salt talks, I do not assume that everything in the newspapers represents real negotiating position between the two sides on the matter, and I am not in a position to say whether it is reached.

US landing system needs more research

House of Lords

A great number of people were extremely concerned about the methods which American industry sometimes used to get orders, Lord Balfour of Burgh said during questions about the American airport landing system recently adopted internationally.

He said—The Government altogether satisfied that the methods employed by the American industry were such as to merit investigation?

Lady Stedman, Baroness-in-waiting—There was a Congressional subcommittee which inquired into the conduct of the debate. It is not for me to comment on whether another country's ways of doing things are proper or not.

The British Government carried out everything in the proper way. We hoped to have been able to influence other countries, but we were not successful.

The Earl of Kinnoull had earlier asked the Government whether the recent decision announced in America to adopt internationally the American landing system at airports was binding on the United Kingdom and European airports, in view of the technical doubts about which system to adopt.

Lady Stedman—The question refers to a recommendation of the International Civil Aviation Organization in Montreal last week that a new precision approach and landing guidance system for the world have been based on a time-referenced scanning beam, the TRSB system. This system has been developed by the United States.

The United Kingdom has consistently supported the TRSB system, which we believe is superior. The decision is subject to ratification by the Council of the International Civil Aviation Organization.

The decision is not binding on member states, but the interests of international civil aviation would be best served by the universal adoption of an international system.

The Earl of Kinnoull—There was disappointment that the American system was adopted. It is fully developed and tested?

Lady Stedman—My information is that the American system consists of several experiments. There have been a further period of experimental research carried out over future years in order to adapt this system now to the one to be used.

It is not expected the new system will come into force until 1980. It is hoped British industries will be playing quite a big part in the development of the system.

Lord Paget of Northampton (Lab)—Has she any information as to who managed this rather surprising move on behalf of the Americans and whether it was Lockheed who masterminded, from the American point of view, this highly successful operation?

Lady Stedman—I have no information other than the fact that 39 countries voted 24 countries voted against, and there were eight abstentions. It was therefore not a close result, although a disappointing one for us.

The Earl of Kinnoull—If the equipment is still experimental, the decision was taken a little early in view of its importance. (Cheers.)

Lady Stedman—I understand there were decisions carried out in the full knowledge and sight of the countries concerned, and that they were satisfied when they took their vote and had long discussions.

A decision has now been made and will have to be ratified, or otherwise when the full committee meets.

Later, she said—it is safe to say that our technical advice was that ours was the best system. We do not deviate from that view now, but the fact is that the TRSB system gained the support of the meeting.

Mothballed tanks not debatable in public

There was a widespread feeling in the British Army of the Rhine that the tanks were being mothballed, and that they were being taken out of service, Lord Balfour of Burgh said during questions about the American airport landing system recently adopted internationally.

He said—The Government altogether satisfied that the methods employed by the American industry were such as to merit investigation?

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Keeping referendum and election apart

A Government new clause stating that a referendum should not be held in Wales less than three months before a general election, was moved by Mr John Smith, Minister of State, Privy Council Office, at the beginning of the last day of the committee stage of the Wales Bill, Lord Balfour of Burgh said during questions about the American airport landing system recently adopted internationally.

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Radio facilities in times of national disasters

The Government had no plans to introduce citizens band radio into Britain, Lord Wells-Pestell, Lord in Waiting, said during questions.

He said the World Administrative Radio Conference to be held in Geneva in 1979 is concerned with the allocation of frequency bands in broad terms.

International radio regulations do not distinguish citizens band radio as such. It is just one of the services coming under the general category of mobile radio.

The allocation of frequencies for such a service is therefore a matter for national action.

Lord Tanlaw (Lib)—That is depressing. Citizens band frequencies could be made available. They are laying out already in this country. Citizens band radio could make a great contribution to civil defence in times of national emergency.

Lord Wells-Pestell—There are not hands that are available, although he may think there are. It is a matter of opinion whether citizens band radio would serve the useful purpose it is alleged to serve.

If we look at the United States, we can recall not so long ago that one of the major motorways was closed up and that traffic was held up because somebody used citizens band radio to give an instruction that it was dangerous to go along there. It could be used for all sorts of purposes.

The Duke of Kent was responsible for a committee which was

Second reading

The Nuclear Safeguards and Electricity Finance Bill was read a second time on Monday night.

Correction

The second and third paragraphs of yesterday's report of a speech by Mr Arthur Palmer (Bristol, North-East, Lab) have been wrongly attributed to him. They were actually spoken by Mr Frank Hooper (Sheffield, Herts, Lab). Mr Palmer is a supporter of nuclear development.

Westminster's powers over assembly Bill

When the committee stage of the Scotland Bill was resumed the Earl of Mansfield, for the Opposition, moved a series of amendments designed to strengthen the Secretary of State's power under clause 35 to move rejection of certain Assembly Bills.

He said not only could the Secretary of State act if he was of the opinion that the assembly Bill contained a provision which would, or might, affect a reserved matter, but he should act if he believed that the enactment would not be in the public interest.

It might well be that the assembly would act in a way that would be to the detriment of the general public interest, and it would be beneficial and in the best interests of the citizens of Scotland and the United Kingdom as a whole. There could be circumstances when the assembly would not act in the public interest.

One example would be if the assembly proposed far-reaching and sweeping changes in the criminal law. He did not know where the assembly would be, but he thought it would certainly leave the

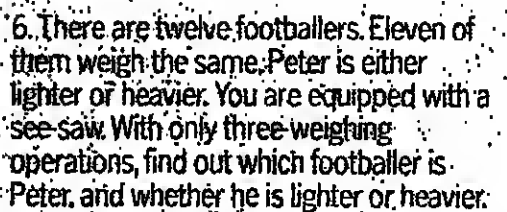
Letter that was sent to the 'Morning Star'

During questions to the P Minister, Mr Victor Gough (Aberdeen, Lab) asked—Would Callaghan see his press secretary today and ask how it was that the subject of the lettering change at the head of the 'Morning Star' was wrong? Intelligence services was wrong? sent to the editor of the Morning Star and would he ask whether it was an error or whether it was done on purpose?

Mr Callaghan—I have seen the press secretary today and the letter that was sent informed newspaper editors of the reasons why the Government did not propose to announce the names of the two appointees to the particular posts and no newspaper has published the names and I am grateful for that.

The Morning Star has not put the names and it has expressed the view that it does not want to add to the possible physical danger of the holders of the posts.

It used the letter to criticize the secrecy of the Government of the intelligence services and the fact that it is a democratic society in which the operate.



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Geoffrey Smith

The flaws in the Carter-Heath style

The flurry of criticism over President Carter and his ways has illustrated one of the principal differences between the American and British methods of government. The most valid criticism of Mr Carter is that he has not so far adjusted his methods to the process of governing. Ask one of his lieutenants to expound on the first year of the Carter administration and you are likely to hear a detailed explanation of how he won the office. That may be a mistake but it is not simply an accident. Mr Carter may be very much a President of style in the sense that it is the way in which he goes about things rather than what he actually does that most captures attention, but it is essentially the style of the campaigner more than the incumbent.

He fought an astute and determined campaign to capture the nomination, even if he was somewhat less impressive in the Presidential race itself. I remember in April 1975, nearly a year before the primary season began, visiting his headquarters in Atlanta and hearing his campaign manager, Mr Hamilton Jordan, explain the tactics: get a note in front in New Hampshire, then in Florida he the southerner who could beat Wallace in the south, then take advantage of the new rules by which so many more state delegations for the convention are chosen in primaries by campaigning

hard in as many states as possible. It may sound obvious enough now, but the logic was not so evident to everyone then as to enable many commentators to pick out Mr Carter as the man to watch at that stage—and I lay no claim to membership of a magic circle of prophets.

But the essence of this campaign technique was that it depended upon the candidate and his staff taking their cause to the people right across the country. In order to contest so many primaries they had to build up their own organization in the states concerned. But when the key to power is placed so directly in the hands of the electorate the party bosses are inevitably by-passed.

That is what happened in Mr Carter's campaign for the nomination. He won it by securing the support of the voters in so many primaries that he was able to outmanoeuvre the one traditionally associated with the American electoral process, and he won those votes largely by presenting himself as the man running against Washington. It was therefore a technique which took full account of the way in which the nominating process had changed and of the mood of the American people at that time; but it was not a technique appropriate to the task of governing in the United States which depends so much



upon dealing with the very people whom Mr Carter had been running against. It would be wrong to say that Mr Carter has not adjusted his technique as President, but he has done so in ways that are reminiscent more of Mr Heath's leadership in Britain than of the characteristic power-hoarding of an American President. Mr Heath prepared for the premiership by setting in motion the most comprehensive programme of

policy rethinking that the Conservatives had experienced for many years. Mr Carter has shown the same inclination for constructing comprehensive policies. His attachment to details is well known. In Washington last November, I was told by one man outside government who had been asked by the President to prepare a memorandum on a policy proposal that he had offered to keep it to two pages. "Don't

worry about that", he was told by Mr Carter's staff. "The President likes full memoranda." That is a pretty good indication of his order of priorities. As with Mr Heath—"deeds not words"—he promised the British people in 1970—he believes that a logical, carefully prepared policy will speak for itself.

It is perhaps not altogether surprising that this style of government landed both men in difficulties with powerful forces that are never certain to be won over by the purity of logic: the trade unions in Britain, Congress in the United States.

This style of government is, however, far more understandable in Britain than in the United States because there a government can usually assume that it will be able to get its policies through Parliament. That does not apply at the moment when there is a minority Government, and it did not always apply when the House of Lords was stronger. But as a general proposition it is true. It is always more true of Britain than the United States. It is not a coincidence that Mr Heath was thwarted by a force that is outside the constitutional process and that Mr Carter has experienced his difficulties with a power that is part of that process.

In the United States the conflicts of interest that are bound to exist in any complex society are built into the con-

stitutional process. government through the separation of powers between the President and Congress. In Britain they tend to be excluded, this may give a misleading impression of effectiveness to a British system. A British government can act more swiftly in the sense of obtaining legislative authority to put its policies into operation, whereas an American administration is likely to be able to get its policies through Congress only when there has been sufficient reconciliation of the conflicts that exist in society.

But legislative authority is not all. As Mr Heath found out, it is not a guarantee that a policy can be implemented. It is a political art of persuasion always necessary in any country that is governed by consent. The only difference is that under the British system, as it usually operates these days, policies can be adopted without securing the degree of general consent that is necessary for them to be applied successfully.

This is not an argument for having a separation of powers in Britain. Any suggestion of that sort would be moonshine. But it is an argument for strengthening the authority of Parliament even at the cost of making it more difficult for governments to obtain their legislation. That would not necessarily make it hard to govern Britain.

The problems of getting highbrow history into print

It may seem strange to talk of a crisis in history publishing when more books about the past are being sold than ever before. The public's appetite for the works of Lady Antonia Fraser, Mr John Prebble and other writers of popular history is seemingly insatiable and is regularly whetted by the diet of nostalgia offered on television. More serious historians, however, face severe difficulties and are having to adopt radical new methods to preserve what has traditionally been one of the brightest jewels in British literature and scholarship—elegant and authoritative historical writing.

Academic historians are finding it increasingly difficult to get their work into print. The problem is particularly acute for young, unestablished scholars seeking a publisher for their revised doctoral theses but older, well-known historians are also encountering the same problem. University presses are mostly in financial difficulties while commercial publishers have largely pulled out of academic history having badly burned their fingers two or three years ago when they were hit simultaneously by a massive rise in costs and a dramatic drop in library sales as a result of public spending cuts.

Most people agree that too many books, some of them of very poor quality, were published in the boom years of university and polytechnic expansion in the 1960s. The pendulum has now swung drastically the other way. Important, worthwhile historical scholarship are failing to find a publisher. Mr Tim Farnlow, history editor at Macmillan, reckons that he would probably have to turn down a book as seminal as Sir Lewis

by moving their typesetting into and their production Hongkong.

There is some uncertainty as to how far cheaper production methods can be used on history books. The trouble is that historians appear to be a poorer quality than most other writers. They are not used to the pressures of the publishing industry and are often slow to adapt to the new methods of production. The larger publishers, however, are not keen to take on a "poor quality" writer. There is a general agreement, however, that if costs are rising at present, publishers will have no alternative but to insist on "cheaper methods of production."

The larger publishers have moved out of academic history. The most exciting and important books on nineteenth-century Britain are almost certainly those coming out under the auspices of the small specialist firms. The Harvester Wheatsheaf, for example, has established a few years ago a reputation for publishing historical books. It has a list of about 1,750 titles, a third of which go to America, with a total of about 28 each. It is a welcome and a handsome in the social history field.

Significantly, Croom, who has no interest in reacting beyond an academic reader, has a more general readership. It is not just its money-making but its money-making that is the key to its success. It is not just its money-making but its money-making that is the key to its success.

Bernard Levin

Russia since Stalin: evil men don't change

Yesterday, I marked out the ring for the contest, in the pages of *Encounter*, between the one hand Mr George Kennan, whose thesis was that we must cease to regard the Soviet Union as a hostile and dangerous power, because its leaders are now men of peace and moderation, and in the other corner Professor Richard Pipes and Mr Leo Labedz, whose argument is that if we judge the Soviet leaders by their actions—eg, in Angola and the Horn of Africa, to say nothing of Czechoslovakia—we ought to come to a precisely opposite conclusion. And today, I want to continue with my presentation of the two cases. Mr Kennan's case is based primarily on what he sees as the immense and fundamental changes that have taken place in the Soviet Union, and in the minds and attitudes and even behaviour of its leaders, since he wrote his famous "Mr X" article, 30 years ago, which set out the then necessary (but, in his view, now no longer helpful) policy of "containment". To the claim that the

Soviet Union has changed, Professor Pipes replies that she has indisputably "changed" since Stalin's death. But to "historians and political scientists" the word "change" involves, first and foremost, transformations in the basic institutions of state and society.

And he goes on to describe the kind of thing he has in mind. In the case of the Soviet Union, meaningful change would require the introduction of some, even modest, procedures by means of which the population could influence the selection of the Communist Party's directing personnel and their conduct of national affairs. It would provide ordinary citizens with devices to bring to account state officials (including those of the security services) guilty of abusing their authority. It would entail some relaxation of the state's monopoly on the country's economic resources, as expressed in the expansion of the peasants' land allotments (eg, to the extent that this is practised in Poland) and in the granting to industrial labour of the right lawfully to strike for higher wages and better working conditions. Any innovations of this nature would constitute "change" to a sense

in which the term has meaning for the historian and political scientist. A package of them would indeed attest to a profound internal transformation of the Soviet system, a new Soviet Russia in the making.

And then Professor Pipes contrasts the reality of Soviet life with what Mr Kennan, in his claim of profound Soviet change is to mean anything at all, must believe. Of the Soviet leaders, Professor Pipes says that

Their power remains absolute, subject neither to constitutional restraints nor to control by popular representatives (in any sense that does not make mockery of these concepts). Neither the state nor its officials can be held accountable for abuses. There exist no tribunals on the power of the security services vis-à-vis ordinary citizens. The self-appointed elite still controls virtually all the productive wealth of the country, investing it and disposing of it at will. It continues to be the country's sole employer and, as such, it is still in a position to render any citizen unemployed and unemployable. The peasants still do not own their land or its produce (save for

what they grow on their minuscule private plots). Workmen still cannot strike.

Or, as Leo Labedz puts it in his reply to Mr Kennan, with grim succinctness: "Under Khrushchev Stalin became less dead than before."

Now it can be argued in Mr Kennan's defence, even though he is dangerously wrong in his claim that the Soviet Union is led by "moderate men of peace", that however brutal and barbarous they are at home, or within the confines of their immediate empire, they may still be no threat to the West. If only because their own growing domestic problems will keep their hands full for the foreseeable future. (Mr Kennan might have cited the averted analogy of Romania, which practices the most brutal repression at home while pursuing a foreign policy deflating more and more from the Soviet one. But I can see why he didn't; the argument is too trapped with the reason for this dualism in Romanian policy, which is that the Soviet leaders put up with a certain amount of cheek from the Romanians, but any genuine internal liberalization will have Soviet tanks rolling through Bucharest, as they pilled through Prague. Which does not do much for Mr Kennan's thesis.)

What, then, of the argument that even though Mr Kennan is wrong about the nature of Soviet communism, he may yet be right about its external intentions. And it is not enough to say "Tell it to the Angolans and the Somalis": true, you would have to ignore the strategic importance of Africa to claim that no essential American interest is involved there, but even that can be managed with a sufficiently isolationist approach.

And the most chilling thing about Mr Kennan's arguments that it is isolationist. Not in this *Encounter* article, but in Mr Labedz's shows, in other of his recent writings, from which we learn that

he still advocates the defence of Europe and Japan. . . . But he is quite ready to give up all kinds of strategic and tactical positions. He wants to induce Greece and Turkey to withdraw from NATO; he wants to abandon Korea and the Philippines and face with the overwhelming Soviet conventional superiority, the Europeans are alerted only to the advice to strengthen their conventional defences—and to be prepared for civil action and guerrilla warfare under occupation.

Of course, one may wonder, if the Soviet Union has no hostile intentions against the West, if her leaders are not the kind Mr Kennan describes in a caricature of his own, why should "men totally dedicated to the destruction or to the political undoing and enslavement of this country and its allies"—what, then, Europe will be doing under Soviet occupation. But that is only one of Mr Kennan's inconsistencies, and a minor one: Mr Labedz has unearthed what he said after the invasion of Czechoslovakia:

I have never understood this talk about détente. I have never seen any evidence of détente, and I wouldn't trust any so-called détente if it is not supported by free elections between governments and peoples.

Now what is interesting about Mr Kennan's argument is that he is emphatically not one of the "revisionist" historians who have for so long been rewriting the past so that Stalin comes out as a kind of Santa Claus, driven to be unkind after 1945 only because the brutal Truman displayed such hostile and aggressive tendencies. Mr Kennan does not repudiate the "Mr X" article; he only argues that the attitude that informed it are no longer appropriate, because whatever may have been Soviet intentions in the late forties and early fifties, those intentions are now peaceful. To which Professor Pipes replies:

I also do not share Mr Kennan's view of current Soviet foreign policy as conservative and pacific. I cannot understand how these terms can be applied

to a government which under Mr Brezhnev's leadership has invaded Czechoslovakia, threatened to invade China and Romania, conspired twice with Egypt at Syria to attack Israel, assisted North Vietnam to conquer South Vietnam, and a pro-Soviet government to invade Angola, and to feed the flames of war between Somalia and Ethiopia.

I cannot understand that either. Nor can Leo Labedz.

His critics . . . are every bit as much concerned with the survival of humanity as he is. They do not believe, however, that appeasement is the way . . . If it leads in the defeat of the West the nuclear danger will not disappear. The prospect of peaceful world-politics in a world of Nuclear Communist powers is not exactly hopeful. . . . The survival of Western civilization is a necessary pre-condition of holding back "the cloud", and his proposals would only undermine the chances of such survival. . . . That contentment worked . . . above all . . . in the overall context of the global balance of power, is no mean achievement and no reason moodily and irascibly to abandon it when new perils arise and the balance has already been tilted to the West's disadvantage.

As you may suppose, I am not in Mr Kennan's camp in this argument, and I am in the camp of Professor Pipes and Mr Labedz. But my summaries of, and comments on, their arguments are obviously no substitute for the full texts. *Encounter* has once again shown, in opening its columns to such a debate, that it takes seriously its role as a forum in which the important issues of peace and war, freedom and its opponents, can be discussed calmly, rationally and courteously, and I cannot imagine how any thoughtful person could fail to gain much understanding and insight from reading in its pages the successive contributions of Mr Kennan and his spirited opponents.

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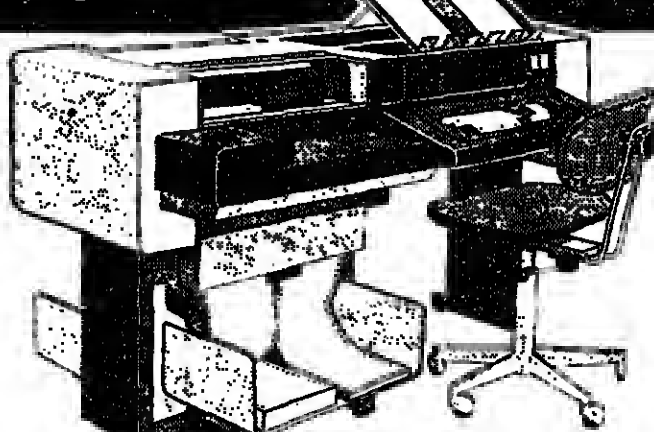
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The First Lord and the milk of human kindness

Once upon a time, a hungry cat lived in an Admiralty office. He was hungry because he had to live on one shilling a week, all the cheapsparing Accountant General's office would allow him.

The mouse-catcher's keeper, a kindly minor bureaucrat, applied for a bigger allowance. The Financial Secretary to the Admiralty thought an extra sixpence a week would not bring the taxpayers out on to the streets.

The First Lord, a cautious man, sent out a ministerial memorandum. It was incumbent on all good citizens to practise frugality. It would be detrimental to the Admiralty to confer a bonus on its own cat unless special circumstances—such as an increase in family—could be adduced to support the claim.

Memoranda proliferated. A permanent under secretary lauded the First Lord for sending copies of his dictum to every member of the Admiralty Board. He quoted Samuel Pepys. "Not even a cat should swing in the Navy Office, but he (the First Lord) should know of it."

A wag, thought to be the shrewd Third Sea Lord, suggested a system of "short-time" working for the cat, to avoid extra cost.

Another wag, the Second Sea Lord, possibly, unfeelingly called the cat a "weapon" and said that, anyway, chemical

warfare made cats obsolete as mouse catchers.

This line of thought was icily greeted by the aforementioned Financial Secretary who had a feeling for the macabre. He said the use of poisonous gases, however attractive in principle, might lead to even greater expenditure owing to claims for compensation from the dependants of ex-members of the Admiralty staff.

He formally proposed the sixpence increase. The First Lord gave three cautious nods in favour of considerations of humanity. The sixpence was sanctioned.

The cat lived happily—certainly replete—ever after. This deeply affecting, and true, story is based on memoranda reproduced in the Director General for Defence, Accounts House Journal in the *Picture*. The time span is from April 16, 1921 to June 21, of the same year.

When to duck Mr Healey is not a man who likes to leave an argument unopened. Indeed, there are those who say that if he has a fault, it is his inability to leave unopened any weak position opposing his own.

For those who may be involved in discussion with him in the future, I offer the following advice, passed on to me by someone still bearing scars. With his eyes with respect, he means your argument is so weak it is to be asinine. When he says "my dear fellow", he is on the point of swinging his sledgehammer at you.

The face is familiar, colonel, but I've forgotten the initial...



Stello Stewart, of Leyburn, North Yorkshire, has a sharp eye for the ridiculous. She sends me the following extract from the *Darlington* and *Stockton Times*: "The committee planning a carnival for Northallerton Mardi Gras on the August Bank Holiday Monday are pleased with the initial support they are getting." As Mrs Stewart says: "There is an almanac here of the old French joke 'On five-O'clocker à quatre heures aujourd'hui'."

Craz for the crazy gets a fillip

Student of the absurd will be delighted by my news of a special boost to the Heath Robinson craze. Oliver Robinson, 70, eldest son of the great cartoonist, is planning to write a book in the man who gave his name to the English language.

Mr Robinson, who is retiring production director of the Heath-owned National Magazine Co, told me after a party at his honour yesterday that he will also be plunging into the current Heath Robinson industry, which has been his father's lifelong hobby. He appears on television, goes from town to town, and is a popular figure. He was in 1944, Mr Robinson said: "He was to be in extent a rather misunderstood man. He was regarded as a madman, a fair engineer, and a kind of phet out to smash the machine. In fact, he was none of these."

It is true he wasn't a practical man—I can't remember him putting his hands on a for instance. But basically, he was a man with a real sense of humour which was a little bit crazy."

Mr Robinson, a former editor of *Good Housekeeping*, added: "I am delighted by the revival of interest in the industry. I do not think Will He Robinson would have been amused by his son's retirement party yesterday. It was a smoothly-run affair which was no need of those fantastic contraptions—now making of late all over again."

Someone working for Scottish and Newcastle Breweries did not do his homework: other wise the night of free lager it offered to delegates attending last week's journalists' conference at Whitley Bay would not have turned out so decidedly flat.

Two vital facts eluded the brewers: at least a third of the NUJ delegates were women, and one topic on the NUJ agenda was Argentina's representative attitude towards local journalists.

At the larger flowed, leaflets were handed out saying: "Don't go to Argentina." The journal-

ists assumed the message behind the headline was away from the World Cup. June as a token of protest.

Wrong. The leaflets advertised a competition prizes consisted of holidays away from the World Cup. June as a token of protest.

Such an arrangement produced an instant response. The leaflets were carried into aeroplanes and the prizes were given away from the one envisaged by the organisers.

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SMALL ISLAND, GREAT ISSUE

The Act in Restraint of Appeals 1533 provided that all judicial appeals were to be determined within the realm. The King's jurisdiction in his courts was declared to be plenary, while the entire to render justice and final determination of all causes, arising or arising within the limits of his realm. Papal jurisdiction in England was abolished. This jurisdictional self-sufficiency obtained for four centuries or so until in the last couple of decades an extra-territorial jurisdiction was re-admitted, not this time from Rome, but first from Strasbourg where the European Court of Human Rights sits, and then from Luxembourg at the Court of Justice of the European Communities.

This return to the internationalism of the Middle Ages and favour with much enlightened opinion which welcomes an appeal beyond the domestic legal system to a tribunal specializing in the interpretation of human rights. But is bound to be attended by some inconvenience, such as the long time to the Strasbourg judges, with no dissent, have found that judicial hatching as administered by the Isle of Man to juveniles offenders convicted of crimes of violence is a "degrading punishment" and therefore in contravention of the European Convention on Human Rights to which the United Kingdom, and by extension the Isle of Man, has signed itself.

That is a reasonable opinion, conforming to general European practice, but it is not a compelling opinion. The people of the Isle of Man have a strong and widespread belief, which penal reformers have not shaken, that the birch in the background is a significant factor in the island's relative freedom from

violent juvenile crime. And they will not easily be dissuaded that it is a matter for them and them alone whether that deterrent is retained or surrendered. Morally they have a good case, constitutionally they do not.

The Isle of Man is a Crown dependency. The Government of the United Kingdom is responsible for its external relations, and the government and parliament at Westminster are ultimately responsible for its good government, although by firm convention the island is left to a very large extent to order its own affairs through Tynwald, an assembly of ancient origin. The penal code is one of those matters conventionally left to the islanders. However, the internal arrangements of the Isle of Man are amenable to interference not only by Westminster, should its conventional tolerance wear thin, but also now by the court at Strasbourg.

The human rights convention was extended to the Isle of Man by the United Kingdom Government after consultation with the island authorities who must be deemed to have accepted those obligations arising from it. The islanders have good reason to resent the court's finding against them, but they have accepted, or have had to accept, this external jurisdiction. They now have a duty to obey it. What is more, the United Kingdom Government has a duty to see that they obey it.

If the Government is driven to enforce the Strasbourg judgment by legislative superiority it will be at the cost of a constitutional hush-up with the Isle of Man. It would be very difficult to the face of public opinion on the island and in view of the public positions already taken up for Tynwald itself to pass abolishing legislation. Better that the Manx courts should heed their

brethren in Strasbourg and allow the practice of judicial birching to fall into desuetude. In the meantime action behind the scenes is likely to be more productive than instant declarations of intent.

The Kilbrandon commission on the constitution spent some time discussing the difficulties likely to arise with the Channel Islands and the Isle of Man from the fact that Westminster is responsible in international law for their external relations including in particular the assumption of treaty obligations. Yet so many treaty obligations these days reach into domestic affairs in which, in the case of these Crown dependencies, Westminster by convention does not meddle, and where its meddling would be deeply resented. When Scotland receives its gift of devolution the position will be reproduced in that country: the United Kingdom Government will be responsible in international law for effecting in Scotland changes flowing from treaty obligations. These changes may require primary legislation in areas which will just have been turned over to the exclusive management of the Scottish Assembly.

One can add to the defects of the Scotland Bill the omission of any express provision enabling Westminster to discharge that international obligation in case of default by Edinburgh. All that remains is the doomsday weapon of Parliament's supposedly undiminished authority to legislate for any part of the kingdom—an authority which was expressly saved in the draft Bill but then cut out by the Commons, and an authority which those who believe that devolution will work earnestly pray may never be used. There is something there for the House of Lords to do before they pass the Bill back.

WILL IT BE ENOUGH TO TURN THE TIDE?

It will only become clear whether the government's pay award to armed forces is enough when figures start to show whether the rate of resignations from the services is beginning to decline from its present intolerably high level. Pay has been allowed to fall so far behind that the government finds it politically impossible to make up the whole shortfall at once. As recently as 1975 the forces' pay review body was able to restore earnings to that of the civilian groups selected as comparable in skill and responsibility to the various grades in the services. Now the average efficiency is 32 per cent, and one category of servicemen is 37 per cent behind.

The review body's latest report makes it clear that the trend into civilian life seriously threatens morale and efficiency. manpower shortages have ready caused working conditions to deteriorate in some units. Recruitment has not suffered greatly, but it has become increasingly difficult to retain individuals who have been equipped (at considerable cost in money and time) with skills which remain highly marketable in a time of high unemployment. Since servicemen are daily unable to leave at short

notice, it may be that even more discontent has accumulated in recent months than the wastage figures show.

Accepting the overriding need not to disturb the fragile basis of acceptance for phase three, the review body lays down two conditions that it regards as essential for a fair settlement—that there should be no further decline in relative position this year, and that there should be a return to full parity by 1980. The government has done the very least it can to comply with these conditions, yet even so has not avoided slight infringement of the strict terms of its own incomes policy. Although the formal limit for earnings rises this year is 10 per cent, productivity deals, overtime and so on seem likely to raise the actual figure to about 14 per cent.

Such opportunities are not available to servicemen: that is why their position has worsened so much since 1975. Yesterday's award sets out to raise earnings by just 14 per cent. Basic pay rises only by the official 10 per cent. The rest comes through bonuses related to the dangers and hardships of service life, and a freeze on accommodation charges.

Few other workers will grudge the soldiers an increase of this

order (let alone be able to claim that they suffer comparable hardships to their own work). Combined with promises about the future, the award may be enough to stem the stream of men from the services. But the immediate increase does virtually nothing to narrow the wide gap which has opened in the last three years. That will have to be done next April and in April 1980, on top of whatever increases inflation may have made necessary in the meantime. Whether or not any formal incomes policies exist by then, it is probable that the government of the day will still be urgently preoccupied with the need to avoid fanatical inflation. Among other workers, there must be no question of failing to honour the undertakings which have now in effect been made by both major parties. Not only is there a moral obligation on government to protect the interests of a group whose members cannot take industrial action or easily leave employment they find unsatisfactory, there is also a practical obligation to ensure that the services which in the last resort must guarantee the very survival of our society remain efficient and in good heart.

CONCILIATORY TONE—NOW ACTION NEEDED

If Russians were thrown off licence when President Carter made his conditional renunciation of the neutron bomb. They set in motion a huge propaganda campaign against the weapon and seemed unprepared for a partial success. They expected a trick and quickly shed their wrath on the President's statement that the decision would be influenced by the agreement to which the Soviet Union owns restraint in its conventional and nuclear arms production. This link they could not accept. Nor has Mr Brezhnev changed in his speech he made yesterday. His tone, however, is more measured and conciliatory than first reactions. "We have taken the President's conditions into account," he said. "We too will not begin production of neutron arms so long as the United States does not do so." It went on to give assurances that the Soviet Union was not building up its conventional forces to Europe and did not intend to do so.

This is as reasonable a reaction could be expected. Mr Brezhnev could not formally accept the President's conditions because the Russians have never

admitted to the serious imbalance in conventional forces in Europe which the neutron weapon is intended to counter. In particular they do not admit that they have far more tanks than they need—about three times as many as Nato—so they cannot admit that the West might have some reason to deploy a new weapon intended primarily for use against tanks. Nor can they give the impression that the malevolent forces in Washington had been defeated. All they can do in public at this stage is make indicative noises of a conciliatory nature. In doing this Mr Brezhnev may have been influenced by Mr Vance's recent visit to Moscow and also by the need to set a constructive tone for the United Nations special session on disarmament next month.

How much this really means will be discovered only around the negotiating table. If Mr Brezhnev really wants to make progress in arms control and to avert deployment of the neutron weapon he will have to take seriously western fears about the imbalance in Europe, particularly where tanks are concerned. He does not have to say this publicly but his negotiators will have to

show greater signs of interest in achieving a better balance, preferably at a lower level. At the moment the Russians still have too much fondness for high-sounding declarations. Mr Brezhnev's list of proposals for New York confirms this. For instance, an agreement to stop manufacturing all types of nuclear weapons would not in fact increase security and mutual confidence and would anyway be very difficult to verify. Even an agreement not to produce the neutron weapons would not be much use on its own and would also present verification problems.

If arms control is to have any real meaning it must be based on hard, detailed, verifiable agreements which take into account the true security interests of both sides and the way these are affected by the very complicated and often asymmetric mixtures of weaponry on both sides. Declaratory politics have only a marginal role to play. Mr Brezhnev has set a slightly more hopeful tone in his speech, and clearly some progress was made during Mr Vance's visit, but a lot of serious work remains to be done before we can be sure whether there is substance behind the tone.

Defence decisions

from Mr Hugh Manning
Your Defence Correspondent
Army Staffordshire does well (April 1) but misses out the most pressing problem for centralizing defence decisions. This is the veritable choice of weapons, which is to be left to service chiefs, who generally have it at the moment.

This is not because they are stupid, but because they are mostly clever, and loyal to their own service. Many of the questions we are asking them to decide would frustrate their own service if objectively answered. Why should an Air Marshal advertise or even accept the claims of the surface-to-air missile if it means handing over the major burden of air defence from the RAF to the Army? The cavalry feel the same way about tanks: the infantry will muscle in on their budget if they admit that anti-tank missiles work. So big decisions, get taken tribally, and cost-effectiveness takes a pace to the rear.

It is not the men but the institution which is at fault. Mr Mulley should press on with making the Defence Council work, and deserves full credit for his efforts. But the cost-effectiveness without which we are heading for real trouble may not come until—as advocated by Lord Mountbatten—all ranks over one-star level are marked in a single service. Yours, etc. HUGH MANNING, 18 Montpelier Row, Blackheath, SE3. April 26.

The naming of Colonel B

From Mr N. V. Lowe
Sir, The naming of Colonel B by certain MPs subsequently reported in parts of the news media raises a difficult issue of contempt. The subject is not, however, entirely devoid of judicial pronouncement. In A.G. v. Times Newspapers Ltd, Lord Denning, MR in the Court of Appeal commented: "Whatever comments are made in Parliament, they can be repeated in the newspapers without any fear of an action for libel or proceedings for contempt of court." This aspect of Lordship's decision was not disapproved of in the House of Lords.

As a matter of policy this standpoint is surely right: if we were to allow the media to be bound to censor its reports of parliamentary proceedings—a position which would particularly jeopardise live broadcasts. Quite apart from the undesirability of such restrictions the exercise would be pointless since the information will be available to the public through copies of Hansard.

The lesson to be learned from this episode is surely that the House of Commons' own public justice convention needs amending. At the moment the convention only restricts comments on matters awaiting adjudication in the courts. Nothing is said about respecting a judge's ruling not to name witnesses or parties. It is time it did. Yours faithfully, N. V. LOWE, Faculty of Law, University of Bristol, Wills Memorial Building, Queens Road, Bristol. April 24.

Trial of Mr Bhutto

From the Ambassador of Pakistan
Sir, This refers to an "appeal to General Zia-ul-Haq, military ruler of Pakistan", published in your issue of April 22 as "London Committee for press freedom and democratic Government in Pakistan".

Mr Z. A. Bhutto's appeal against his conviction by the Lahore High Court in a political murder case has been admitted for hearing by the Supreme Court of Pakistan, the nation's highest judicial body. It has the power to set aside or uphold the lower court's judgment or reduce the sentence of death.

On the request of Mr Bhutto's lawyers, the Supreme Court postponed the hearing of the appeal till May 20. If the Supreme Court sustains the verdict of the Lahore High Court, Mr Bhutto will have the right to petition the President of Pakistan for clemency.

The allegation made in the advertised "appeal to General Zia-ul-Haq" by the "London Committee" that newspapers in Pakistan were not permitted to publish details of Mr Bhutto's appeal to the Supreme Court is not correct. Relevant points contained in the appeal filed by his counsel have appeared in Pakistani newspapers. There is no press censorship in Pakistan.

Use of the referendum

From Mr Philip Goodhart, MP for Bromley, Beckenham (Conservative)
Sir, All those who relish manifestations of absurdity in our political life will cherish Sir Harold Wilson's letter (April 22), accusing Mr Thatcher of inconsistency for deciding to set up a study group on the use of referendums. Sir Harold allowed the saga of our entry into the Common Market will recall that until March 1972 Harold Wilson resolutely opposed the idea of a referendum.

As I said in my study of the Common Market referendum campaign, *Full-Blooded Conservatism*, "Students of Mr Wilson's speeches had often marvelled at the dexterity with which he hebbly constructed a fence of qualifying clauses around every statement; but when it came to the referendum he abandoned candour. It seemed that approval in the idea of a referendum provided Harold Wilson with a rare chance to be firm and uncompromising. On this issue, and on this issue alone, Harold Wilson nailed his colours to the mast.... In the House he had often urged this view. As recently as 8th July 1971 Harold Wilson had said: 'The Prime Minister said that I oppose a referendum and I agree—I have always done so'."

At a meeting of the Labour Party Shadow Cabinet on March 15, 1972,

The freedoms we enjoy flow from our constitution and, whether you acknowledge the doctrine of the separation of powers or not, it is simply not true that the Commons is a superior court overriding the order of a court of law. It cannot do so either deliberately or by the casual revelations which occur during its debates.

Absolute freedom of speech in Parliament is vital if the freedom of the individual and safety of the state are to be preserved. Retention is more dangerous than censorship. The privilege of Parliament does not give others a right to publish hearsay or even official copy, if it has been ruled by the courts prejudicial to do so. Privilege is a safeguard, not a weapon (pace Kilroy-Silk).

What is involved in the Speaker's ruling is not only a matter of privilege nor of the illegal publication of a name, neither is it just a political issue, it goes to the very heart of society: the freedom of the press and the liberty of all.

If press and radio cannot act responsibly, live broadcasts must cease and monitored recordings broadcast. If this should happen the press has only itself to blame.

Yours truly, GARTH WATSON, Little Hall Court, Sheffield, Nr Southampton, Hampshire. April 24.

From Mr Douglas Dawson
Sir, Whether the House of Commons is "Parliament" I doubt (vid your leading article of April 22). However, reporting what is said in the House of Commons requires care and discretion to avoid breaches of privilege. What is broadcast "live" is a different matter. That is when MPs should particularly be liable to court injunctions. Surely this is of great constitutional importance?

Yours faithfully, DOUGLAS DAWSON, Bridge House, Nantwich, Cheshire. April 25.

Dozens of newspapers and journals in Pakistan published the proceedings of the five-month-long trial of Mr Bhutto and others before the Lahore High Court for the 1974 murder of Nawab Ahmed Khan, father of Mr Bhutto's political foe, Mr Ahmed Raza Kasuri, now an ex-parliamentarian. The published proceedings included defence statements at great length.

The judicial record of the trial of Mr Bhutto and others before the Lahore High Court, which runs into several thousand pages, is complete. Mr Bhutto's lawyers were never denied access to it.

We respect the counsel of our "good friends" whose names appeared in the April 22 advertisement in *The Times*. We request them to show similar respect for our judicial system and the judiciary in Pakistan. As the appeals of Mr Bhutto and others are now before the Supreme Court of Pakistan, the matter, in point of law, is *sub judice*.

Any attempt to exert pressure, external or internal, on the Supreme Court while the aforesaid appeals are being heard by it would be unwelcome.

Yours truly, AKBAR KHAN, Lieutenant General (Retd), Embassy of Pakistan, 35 Lonsdale Square, SW1. April 25.

Mr Harold Wilson voted against the idea of holding a referendum on entry into the EEC. At the next election the Labour Party Shadow Cabinet on March 29, he voted "Yes". I am glad that Harold Wilson changed his mind.

By comparison, Mrs Thatcher's attitude to the use of the referendum has been a model of consistency. On March 11, 1974, Mrs Thatcher made her first major Parliamentary speech as Leader of the Conservative Party, in the debate on the referendum White Paper. She attacked the Labour Government's inability to make a collective decision. "People must make a decision," Parliament must make a decision, but the Government is incapable of making a decision—but she did not attack the principle of the referendum.

I was delighted to hear her say in that speech: "It is quite possible to put a demand on the people for having referendum provisions. If a referendum is put forward seriously as a constitutional instrument, we should need to consider the different kinds of referendum involved and what they implied for the present rules and conventions of our political order."

The referendum study group is now engaged in exactly the sort of examination which Mrs Thatcher outlined three years ago.

Yours faithfully, PHILIP GOODHART, House of Commons.

Industrial tribunals

From Mr R. Grossman
Sir, Annabel Ferriman, in her article (April 18) has overlooked the main reason why the industrial tribunals have become legalistic.

It may be that "Industrial tribunals were designed to provide a cheap speedy and informal system of justice" and that "a simple common sense approach was meant to be the keynote of tribunal hearings". The reality is that the entirety of the extensive employment legislation which Parliament has enacted and which the industrial tribunals are required to consider, interpret, and apply, is extremely complicated and technical, and also ineptly drafted. The "secret language of lawyers" to which Annabel Ferriman refers, is the language employed by Parliament itself. None of the suggestions made by the CBI or the TUC affects the fact that, for example, whether an applicant is an employee; whether he has been dismissed; constructively or otherwise; whether the various jurisdictional qualifications have been met; in what amount of compensation is the

successful applicant entitled, are necessarily and inevitably complex questions because of the language used in the Trade Union and Employment Protection Act.

I would make two other points. First, the principal element in the cost of fighting a case, which the CBI puts at between £400 and £1,200 depending upon whether or not a lawyer is used, is management time. Whenever employers engage a solicitor they commit themselves to devoting more time to the matter than otherwise they would do as the solicitor insists on obtaining the detailed information required to defend the claim. Secondly, the unrepresented party invariably causes the hearing to take longer than it should. I have myself listened for hours to a chairman, obliged to adopt an inquisitorial approach, dredging from an applicant the facts relating to his case, which any competent solicitor could have presented to the tribunal in about ten minutes.

Yours faithfully, R. GROSSMAN, 123 Union Road, Sheffield. April 20.

successful applicant entitled, are necessarily and inevitably complex questions because of the language used in the Trade Union and Employment Protection Act.

Changing patterns of climate

From Dr M. L. Parry
Sir, Between the flippant talk of vernal equinox and earthworms on the one hand, and the crushing pessimism of an imminent ice-age on the other, there is a middle view of change in climate that deserves to be voiced.

Firstly, it is true that we have recently experienced a remarkable sequence of climatic extremes: the coldest winter since 1740 (1962-63), the driest winter since 1753 (1962-64), the mildest winter since 1834 (1974-75), the driest 16 months on record (April 1975 to August 1976), and the warmest summer on record (1976). Extremes such as these tend to be characteristic of a particular type of circulation of the atmosphere and we should expect this circulation pattern to stay with us for at least a few years to come. But this should not, in itself, be a daunting prospect. The main reason for our breaking existing records is simply that our instrumental records only extend back about 300 years and that the intervening period was one of some climatic stability. There will have to be some adjustment to the increased variability, and I imagine that this will be reflected in the costs of insurance protection against flood, frost and storm damage.

Secondly, we should put in perspective the cooling trend that has been remarked upon by your correspondents. There is no way of knowing whether this is part of a long-term or only of a short-term cycle. The latter is the more probable, only because short-term cycles occur more frequently. In this case we might expect a return to conditions which were characteristic of the 17th century with frequent sharp, dry winters and cool moist summers. Although average temperatures would then be not more than 1.5°C below those pertaining today, they would have some economic impact. For example, the growing season in Britain's uplands would be reduced by about 10 per cent, and the foothill fringe of marginal cropland might well become submarginal to cropping. Indeed, we might experience the same contraction of improved farmland as seems to have occurred during the climatic cooling of the late Middle Ages.

Industrial and domestic heating bills might increase, but the Scottish skiing industry—which has had a poor time of it in recent years—would probably thrive; and some crop and livestock production which have been troublesome this century would probably be reduced by the winter cold.

In general, it is not helpful to talk about a "deteriorating" climate.

Cultural Foundation

From the Director of the British National Committee for Cultural Co-operation in Europe
Sir, You reported on April 8 that the EEC heads of governments, at their meeting in Copenhagen on the previous day, had discussed the financing and legal status of a European Cultural Foundation, as proposed by Mr L. de Tiedeman, the Belgian Prime Minister, in his report on European unions.

This development may possibly confuse those who are familiar with the activities of the Amsterdam-based European Cultural Foundation, which has existed since 1954 and which is represented in the United Kingdom by this Committee. The following clarification may therefore be helpful.

The European Cultural Foundation is a non-governmental body directly concerned with Western Europe as a whole, whereas the legal basis of the proposed European Foundation will be agreements concluded by the representatives of the governments of member states of the European Community meeting within the European Council. It will be essentially concerned with the Community's interests, though doubtless not exclusively so. It follows that the establishment of the Community's foundation will in no way render superfluous the role of the existing European Cultural Foundation. The two bodies will be complementary in their aims and objectives. "Without prejudice to its independence," the European Foundation will collaborate as is appropriate with the European Cultural Foundation in Amsterdam, and other similar institutions.

Yours faithfully, WILLIAM MONTAGU-POLLOCK, Director, British National Committee for Cultural Co-operation in Europe, Room 2129, Shell Centre, SE1. April 19.

Equine disease

From Lieut-Colonel R. H. W. S. Hastings
Sir, Your paper's welcome article on the subject of contagious equine merris (April 15) rightly points to the dangers arising from the possible spread of this disease and the need for government help in dealing with it.

But the extent of its ravages should not be exaggerated. According to the Bloodstock (April 10) "the number of horses quarantined will amount to 2.6 per cent of the breeding stock in Kentucky". This suggests that efforts to contain the disease have been much more successful in America than here, largely due to the experience gained in this country. From these figures it appears that contagious equine merris, while an expensive nuisance, is not the total disaster which some people believe it to be.

Luckily for our export trade most foreign countries concerned with importations have taken a balanced view and have sent veterinary delegations here to investigate the situation on the spot, so that Sir Harry Llewellyn's forecast of the future of our export may be a trifle pessimistic.

Yours faithfully, R. H. W. S. HASTINGS, Chairman and Managing Director, British Bloodstock Agency Ltd, 11a Albemarle Street, W1. April 19.

mate. The climatic trend is to wetness and cold in some parts of the globe, and in dryness and warmth in others, and even in the same place the trend may be seen as both beneficial and deleterious. In either case the need is for sincere and dispassionate investigation—not the armadillos nor the prophets of doom have a place in this.

Yours faithfully, M. L. PARRY, Department of Geography, The University of Birmingham, P.O. Box 363, Birmingham. April 19.

From Miss V. P. Springett
Sir, A rather curious point about Britain's currently appalling climate—and weather period—seems to have escaped both forecasters and public alike. It appears to me that weather mirrors a nation's moods and thought patterns, any natural climatic tendencies being dramatically exaggerated or diminished if millions of citizens are brooding over the same problems.

In December, 1970, the first power workers' dispute extinguished our Christmas lights and the icy wind of things to come began to curl about our ankles: a death knell for the Swinging Sixties' plucky euphoria. Prior to the mid-seventies many of our people were almost obsessed by the pursuit of sunshine and acquisition of foreign sunburn to flaunt before their stay-at-home friends. Britain's weather was rampant among these package tour snobs. As if in response to this denigration came the alarming heat and drought of 1975-76, killing humans and animals, trees and crops. It shook our water supplies to a trickle, set our once green and pleasant land ablaze from end to end and evoked prayers from many lips totally unused to them. The divine message was loud and clear.

Nor, eagerly welcomed by the enemies of democracy, a cold, dark depression lies like a blight over the nation. Inflation, political and industrial unrest, racism, murder, robbery and violence have taken their toll of the once indomitable British spirit. Apathy and aggression are strange bedmates. And the weather... need I go on or am I alone in spotting this apparent connection?

Yours faithfully, V. P. SPRINGETT, 11 Ebor Court, 411 Lonsdale Road, North Cheam, Surrey. April 19.

Ham House stables

From Dr A. L. den Blaauwen and others
Sir, Your report (April 13) that the nation is unlikely to buy the 17th century stables of Ham House coincided with our recent visit there. The enterprise and vision which the staff of the Victoria and Albert Museum have thrown into their work in restoring the 17th century stables to visitors today has recently been matched by the National Trust in remaking the original formal gardens. Gradually the whole impressive complex of Ham House is being recreated.

To let the stables go would be a lamentable and short-sighted decision. Could not the representatives of the National Trust, the Victoria and Albert Museum and the Department of the Environment immediately reconvene there and adopt the same policy of assurance responsibility for the whole of the property and its environs?

Yours, etc, A. L. den BLAAUWEN, Chairman, LIS GRANLUND, Vice-Chairman, H. RICKS, Secretary, MICHAEL KIRKBY, member, International Committee for the Museum of Applied Art, International Council of Museums, The Bowes Museum, Barnard Castle, Co Durham. April 17.

Radio research

From the Chairman of the Association of Independent Radio Contractors
Sir, The report you carried in yesterday's edition (April 19) on the agreement between the Independent Television Companies Association and the BBC on joint research could be misleading.

The AIRC welcomes the move referred to by the BBC and the Independent Television companies to establish a joint system of television research.

As regards radio, however, the AIRC has approached the BBC on several occasions in the past to discuss joint research. We remain willing to discuss this matter at any time.

At the meantime, our radio research will continue to be conducted separately from that of the BBC by an independent research company to a specification agreed by the Joint Industry Committee for Radio Audience Research.

Yours faithfully, JAMES GORDON, Chairman, The Association of Independent Radio Contractors Ltd, 5-11 Mortimer Street, W1. April 19.

Closing Kew Gardens

From Mr John Parry
Sir, Kew Gardens is in remain closed during the coming bank holiday, May 1. This ridiculous decision is bound to cause disappointment among the many visitors who come from far and wide to see the Gardens. Most will probably not even know about it until they arrive at the locked gates, having already made the journey. If the staff needs time off it would surely be better to close on ordinary weekdays rather than on a public holiday.

Yours faithfully, JOHN PARRY, 14 Castlegate, Richmond, Surrey. April 22.

SHAKESPEARE

The Group is engaged in the manufacture of drop forgings, precise flame cuttings and components for the engineering industries generally.

Points from the Chairman's Statement:

- Despite inadequate demand, the Group achieved a 4th successful year of record profits.
- Gross earnings per share now 4½ times those of 1972.
- Maximum allowable dividend increase has been proposed representing an increase in annual dividend of 185% since 1972.

Group results	1977	1976
Turnover	£200	£200
Profit before tax	7,972	6,501
Assets employed	845	769
Dividend per share	1,923p	1,722p
Ordinary shares issued	7,714,638	7,714,638

Copies of the Annual Report and Accounts are available from The Secretary, Joseph Shakespeare & Co. Ltd., Post Box 23, Cox's Lane, Old Hill, Warwick, West Midlands, B64 5NX.

Europa

Hanover Fair may be shrinking in size but it still maintains its status

Shop window for world trade in capital goods

Differences of opinion are a phenomenon very hard to explain: while public criticism in Germany of the Hanover Fair has been mounting in recent years, foreign interest in it has remained undiminished.

Again this year the figures speak clearly for themselves, demonstrating by the internationality of exhibitors and visitors the high esteem in which the fair is held abroad.

This may be due to the German mentality and to a natural tendency on their part to dramatize situations when things are not going the way they would like. True, the fact must not be overlooked that the number of exhibitors at this year's Hanover Fair has fallen and that the exhibition area has shrunk by a good 50,000 square metres to just 345,000.

Even Hanover cannot avoid the growing trend towards compact technical display and specialization. But, yet again in 1978, the fair has indisputably retained its leading position in the world context.

The significance of the event was outlined by Otto Graf Lambsdorff, the West German economics minister, in his inaugural speech on April 19. The largest capital goods fair in the world would, he claimed, provide important guidelines as to how strong the growth process and above all investment demand really are in the Western industrial nations.

In this respect the status of the fair as a business barometer comes into focus. But over and above this, Hanover is and always has been an important shop window for international competition: the capital goods producers taking part must show evidence of their proficiency

in direct comparison with one another.

And lastly, the 500,000 or more visitors are hoping for a bird's-eye view of the very latest in technology. The fair's claim to "have its finger on the pulse of technical progress" is no mere chance: nowhere else is there such a concentration of the latest technological developments.

Herr Bengt Hoekby, referring as spokesman for the foreign exhibitors, to the international cooperation of competing firms, says that in this area, in spite of all kinds of difficulties, a positive trend can be clearly observed, as for example in the area of the installation of industrial plant ready for immediate use.

The exchange of scientific and technical information too is constantly increasing, he claims, and in this development the Hanover Fair plays an important part as a meeting point and forum for the exchange of knowledge and ideas.

At this year's Hanover Fair 1,091 exhibitors and 386 additional represented firms from 42 countries are taking part, which represents a share of close on 30 per cent of the overall total. The nation exhibiting on the largest scale since 1973—following a 10-year supremacy of the French—has been the United Kingdom.

The British have 181 direct exhibitors plus 53 represented firms to Hanover. Seven trade associations in collaboration with the British Overseas Trade Board are organizing joint exhibitions which put on show 103 companies covering a display area of 3,250 square metres.

The focal point of British participation is the electrical industry with about 50 exhibitors, followed by the tool industry (26) and office and information technology (18). There are great expectations on the part of the eight companies in the measurement and standards technology group, exhibiting for the first time as the associated body Sira Institute Ltd.

British exhibitors have always regarded Hanover not only as a means of entry into the German market but also as an international forum. The Duke of Kent's visit attracted attention.

Somewhat down the field is France, participating with 110 exhibitors and 41 represented firms. The French do not, however, wish this to be taken as a negative approach. They argue that the ties between France and Germany are so close that, in the view of many, participation at Hanover is no longer absolutely necessary.

The dominant feature of the French presence is also the electrical industry, for which the fair is in its way "a unique phenomenon". No equivalent to Hanover yet exists, in the French view.

Leading the rest of the group of foreign exhibitors are Switzerland with 136, Italy with 110, Austria with 78 and The Netherlands with 71 direct exhibitors. Among the Eastern block countries, whose participation in Hanover is always noted with the keenest interest, is the Soviet Union, represented after a year's absence by 17 foreign trade organizations, and East Germany with 20.

Dominik Schmidt

Third World alarm at EEC sugar surplus

By Hugh Clayton

Third World suppliers of cane sugar to the EEC complained in London yesterday about their treatment by the Community. With EEC countries facing a mounting surplus of their own beet sugar they were doubling the restrictions imposed on price negotiations for cane.

Five ambassadors from developing countries to the Community said that they had always been bound by the range of prices which EEC ministers fixed each year for their own beet growers. Now they were being made to accept the bottom level in that range.

Mr Raymond Chasle, Mauritius ambassador to the EEC, said: "Our complaint is that last year we were deprived of the right to negotiate a price within the range of the Community. There is nothing in the protocol which can make that action legitimate."

He was speaking on behalf of the Africa, Caribbean, Pacific group of countries whose sales of cane sugar to the EEC are guaranteed by a protocol in the Lomé Convention. Most of the sugar they sell to the Community comes to Britain, and the producers supersede the Commonwealth Sugar Agreement which operated before this country joined the EEC.

Cane suppliers in Commonwealth countries fear that the mounting beet surplus will arouse the deepest protectionist instincts of the EEC. Cane producers in countries like Jamaica, Mauritius, Barbados and Trinidad and Tobago claim that their counterparts in the French Overseas Departments have given preferential treatment.

"We want every European citizen who is interested to understand that we have legitimate causes for discontent," Mr Chasle said.

Neddy working part guidelines on state electronics contract

By Kenneth Owen, Technology Correspondent

Preferential treatment in public procurement should not be given to companies in which the Government has an equity interest, the National Economic Development Council's Radio Communications, Radar and Navigational Aids Sector Working Party says in a report published today as part of the Government's industrial strategy programme.

The working party comes out against such preferential treatment whether it emerges as non-commercial contract awards, the setting of specifications in favour of government-backed organizations, or by subsidizing operations so that prices are quoted below full economic cost.

Two other recommendations are made in the field of public procurement policy. First, more than double where products are developed for a public custom

ability should be account in formal specification, as is Ministry of Defence. Secondly, though aims of the industry is to minimize in public sector around 30 per cent of radio, radar and capital goods. The party recognizes that imports are unavoidable industry is concerned imports should be as duct areas where would wish to establish to manufacturers public procurement matters are followed industry will be able cent to 5 per cent, more than double surplus in real term

Independent airline face 'wall of silence' on routes

By Arthur Reed, Air Correspondent

The Department of Trade was accused yesterday of dragging its feet on an appeal lodged by the independent airline, British Island Airways, over the award of licences to operate routes into Europe from Gatwick airport.

Mr Peter Villa, managing director of BIA, Amsterdam, said that the airline had applied to the Civil Aviation Authority to operate to Frankfurt, Hamburg, Copenhagen, Zurich and Dublin.

It had taken eight months to obtain a hearing, and in the meantime British Airways and British Caledonian had jumped on the bandwagon with applications of their own. "Until we

showed our hand, these airlines had attempt to apply. BA and Cal were as reluctant to let the destinations for had originally applied, then appealed, on Nov to the Secretary of Trade against its decision. "That was more months ago", Mr Villa said. "Since then, the inquiries to the Dept Trade, we have been from by a wall of silence. It is a sad fact government civil policy, the needs national carrier, a Caledonian as the se are deemed paramount

IEE debate on licensing of engineers in 3 countries

By Derek Harris

In a major contribution to the debate on the future organization of professional engineers, evidence was given last night of various forms of registration already successfully operating in the United States, Canada and South Africa.

Some members of the Finiston committee of inquiry into the profession were among those at a meeting organized by the Institution of Electrical Engineers, the leading proponents of statutory registration and licensing for professional engineers, an issue on which the profession is split.

Details of how the registration systems operate in the three countries, including the setting and maintenance of common standards of professional competence, will go to the Finiston committee for consideration.

Salaries of South African professional engineers increased markedly since the establishment in 1968 of statutory registration for consulting engineers in private practice. This was stated by Mr A. Mike Kruger, Registrar of the South African Council for Engineers, who added that the status of engineers was now becoming recognized, with the public

assured of employing professionals with at least a minimum standard of knowledge.

There had been apprehension that existing professional institutions would either vanish or splinter, but in fact membership of institutions increased and continued to do so.

Mr Alan C. Cagney, executive director of the Association of Professional Engineers of Ontario, Canada, said the main hallmarks of the Canadian system were self-regulation by the profession but with universal registration as the means of control. The system had proved over 50 years to have served the public well, Mr Cagney said.

The public receiving professional services without having the expertise to judge the quality of such services were better protected by legislation, including statutory registration and licensing, than they would be under any other system, Mr Cagney claimed.

In the United States, each state has its own registration board, operating within state laws, but progress had been made in the past several decades in promoting uniformity of standards, according to Mr Morton S. Fine, executive director of the National Council of Engineering Examiners.

UNEMPLOYMENT

The following are the figures for Great Britain

	Total	Seasonally
	unemployed	adjusted
	000s	000s
1977		
Feb	1,365	1,277
March	1,328	1,276
April	1,336	1,280
May	1,288	1,270
June	1,360	1,309
July	1,553	1,342
Aug	1,567	1,354
Sept	1,542	1,378
Oct	1,457	1,375
Nov	1,438	1,373
Dec	1,420	1,365
1978		
Jan	1,485	1,361
Feb	1,448	1,350
March	1,389	1,340
April	1,367	1,326

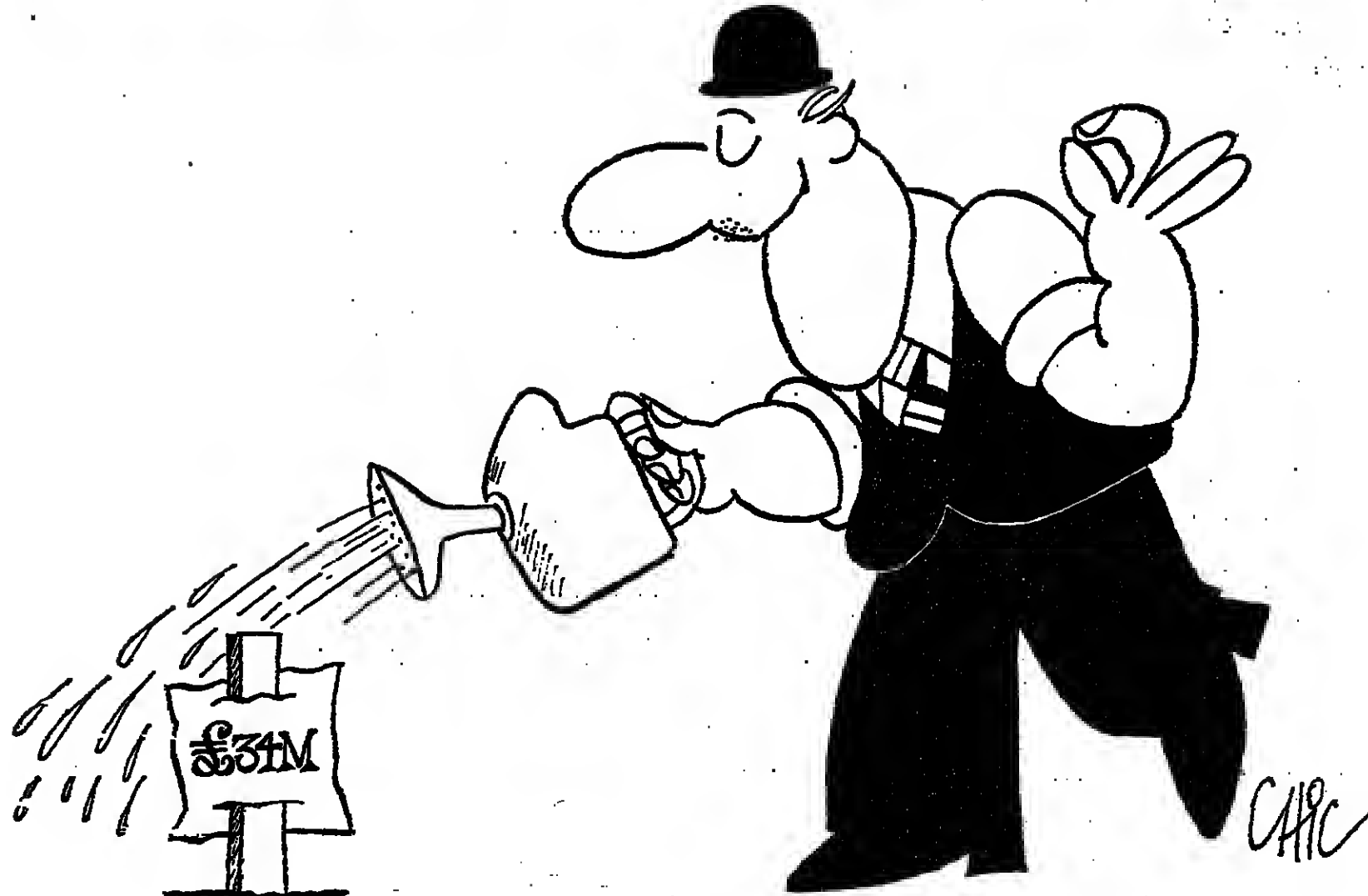
* excluding school leavers

REGIONAL UNEMPLOYMENT

The following are the monthly unemployment figures, adjusted excluding school leavers

	Number	%
E. East	310,500	-2
W. Midlands	347,000	-1
S. West	103,900	-1
N. West	185,800	-1
E. Midlands	76,100	-1
Yorkshire	116,300	-1
W. Midlands	185,800	-1
North	111,700	-2
Wales	85,600	-1
Scotland	172,400	-1
S. Britain	1,328,400	-13
N. Ireland	60,700	-11
UK	1,367,100	-12

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This money rightly belongs to our shareholders, but we put every last penny of it back into our business to strengthen our solvency margin and so increase the security of our policyholders.

As our Chairman, Hervey Stuart Black, says in his latest Annual Statement: 'It is a clear example of the essential part that profits play in the growth of our business. They are nothing less than our policyholders' protection and a base on which further growth can be built.'

How our profits were arrived at in 1977 can be seen from our Annual Report. You can obtain a copy by writing to General Buildings, Perth, Scotland.

General Accident

Honestly, it's the best policy.

John Smith

Business appointments

Lord Charteris joins board of De La Rue

Lord Charteris of Amisfield has joined the board of The De La Rue Co.

Mr W. A. Mallinson, at present managing director of Smiths Industries, is to become vice chairman from August 1. Mr F. R. Hurst will succeed him as managing director and Mr J. W. Thompson becomes deputy managing director.

Mr T. W. Eassie, formerly chief executive director of Rotork's controls division, becomes group chief executive. He is succeeded in the controls division by Mr R. P. Bacon, previously production director. Mr J. Burge takes over from Mr Bacon.

Mr Tim Worrall becomes managing director of SU Bute. Mr Douglas Stead has been made a director of UB Engineering.

Mr M. A. Grant and Mr A. J. W. Campbell have been appointed directors of Morgan Edwards. Mr D. G. C. Webster becomes a director and secretary. Mr Alan Jones becomes managing director of Adams Foods provisions division. Mr Maurice Wood joins the board as distribution director.

Mr Ian Wilson has been appointed truck sales and marketing director for the medium light vehicle division of Leyland Vehicles.

Mr Andrew Thomson, managing director of AM & S Europe, has been elected chairman of the Zinc and Lead Development Association, in succession to Mr Keith Hendrick, of Noranda Mines Canada.

Mr Gordon Haster has joined the board of Security Management Consultants. Mr Hugh Davidson, vice-president of International Playtex Incorporated, has been elected chairman of the Marketing Society.

Mr J. W. Bell has joined the board of Lyon de Falbe International.

Building upturn maintained

Further proof of the long-awakening recovery in construction activity is provided in the latest state of trade inquiry by the National Federation of Building Trades Employers, published yesterday.

The improvement in prospects first noted in December has continued. Of some 600 companies in the sample, 42 per cent reported more inquiries for work, while only 19 per cent reported fewer.

MANAGEMENT EDUCATION ADVISORY SERVICE

If your Company or Firm is in need of advice on Business and Industrial Management Education and Training and does not have its own Training Adviser, or requires additional outside advice, it can be obtained by subscribing to our Management Services Division. Should you require further details please contact:

The Director of Management Education, 21 Montagu Street, Portman Square, London, W1H 1TB. Tel.: 486 2637

BARION Barton & Sons Ltd

Steel tubing, steelwork and general engineering

ANOTHER RECORD YEAR

	1977	1976
	£000	£000
Sales	40,865	35,917
Profits	3,621	3,262
Earnings per share	11.74p	10.85
Dividend per share	3.2686p	2.9265

One-for-five bonus issue

A copy of the report and accounts may be obtained from: The Secretary, Barton & Sons Limited, Marfott Road, Dudley West Midlands DY2 0LA.

1976 and 1977 figures were revised to reflect the effect of the bonus issue. The figures for 1976 and 1977 are based on the figures for the period ended 31st March 1978.

Cadbury Schweppes around the world

REVIEW OF OPERATIONS

UNITED KINGDOM REGION

Confectionery

Cadbury assortments, Cadbury and Fry count lines, Cadbury moulded chocolate, Christmas and Easter seasonal lines, Pascall Murray sugar confectionery.

Despite very substantial increases in consumer prices following the rise in the world price of cocoa bean, the chocolate industry has maintained a high level of activity. In 1977, industry volume sales were approximately 3% less than in 1976 but were more than 25% up in value. The Confectionery Division had an excellent year's trading and again made a very substantial contribution to Cadbury Schweppes' profits. This was achieved even though price increases had a greater effect on the moulded chocolate market — where we have a dominating share — than on other market sectors.

Drinks

Schweppes minerals and soft drinks, Rose's Lime Juice, "Cresta", "Zing", "Pepsi-Cola", "7-Up", "Suncrush" and "Kia-Ora".

In spite of a difficult year the Division achieved brand leadership for Schweppes fruit juices, successfully extended "7-Up" to national coverage and increased market shares in the take-home trade for Schweppes and "Pepsi" brands. The investment programme continued to up-date plant and secure maximum efficiency from newer bottling and canning layouts.

Wines & Spirits

"Dubonnet", Andre Simon Wines, Cusenier, Imported Spa Water.

We have continued the development of the Andre Simon range. Schweppes Agencies had a good year and "Dubonnet" continues to make good progress.

Tea and Foods

Typhoo tea and teabags, Cadbury Bournvita, chocolate biscuits, Cocoa, Drinking Chocolate, "Marvel", "Compliment", "Smash", "Snack Soup", "Soya Choice", Hartley's jams, canned fruit and vegetables, Chivers' jellies and marmalades, Rose's marmalades.

The Division held or improved the share of all its major products.

Typhoo tea is of major importance but following heavy buying in the first half of the year, there was a marked fall-off in orders in the last six months.

"Soya Choice", our textured vegetable protein range achieved sales and market share well ahead of target.

Kenco

"Kenco" coffee.

Prices of raw coffee reached unprecedented levels in the middle of the year. Nevertheless, Kenco had a very successful year's trading.

Health and Chemical Products

Jeyes Fluid and "Babysoft" paper products, "Parazone" bleach, "Sanilav", "Bloo", "Ibcol" and "3 Hands" disinfectants, "Wonderflame" fire lighters, contract packing of aerosols and the manufacture of plastic products.

The Division achieved an impressive turnaround from the disappointing profits of recent years and 1977 profits were well above the budgeted levels.

Jeyes in the U.K. had a very successful year; volume was maintained and market share in our major brands increased. Aerosols International returned to its former role as an important profit contributor. Middleton Plastics' profits were well ahead of 1976. Jeyes in Ireland traded under very difficult conditions and profits were not as high as expected.

Concentrates and Essences The Division's profits exceeded those for 1976.

AMERICAN REGION

The American Region came back into profit in 1977 as a result of the expected growth in profits for Schweppes, Rose's and Powell and a reduction in Cadbury losses.

For Schweppes in the U.S.A., sales reached another record. In Canada, Schweppes sales were 43% over 1976. The new drink "Rondo" exceeded targets.

Rose's Lime Juice sales in U.S.A. were 7% ahead of 1976 and Powell's major brands in Canada were well over previous years' levels.

For Cadbury in Canada sales progressed as did market shares, but in the U.S.A. both sales and profits reflected the dullness of the market and our declared commitment to investment in long-term marketing.

Our Report and Accounts, which has been posted to shareholders, includes my statement on trading conditions together with a review of our world operations. These are some of the highlights.

Adrian Cadbury
25th April, 1978 CHAIRMAN

1977 RESULTS

1977 sales at £884 million were 12% up on the previous year, while the profit before tax rose from £46.4 million to £48.2 million. These results marked continuing progress in strengthening the Company's operating base. We have continued to concentrate on the main stream of the business and on building for the future.

The level of marketing investment was over £10 million higher than in 1976 and will be maintained this year to increase the share of market of our major brands.

The build-up of our overseas operations continued and 48% of the trading profit came from outside the U.K.

The U.K. Confectionery Division made a substantial contribution to the results and the Canadian business is now trading profitably.

Prices of tea, coffee and cocoa fluctuated considerably in 1977, but all fell back from the high points they reached during the year. Through careful buying,

product prices have been held as steady as possible and the peaks of commodity prices averaged out. The Company has every incentive to pass the benefits of its raw material buying on to consumers to win market share and volume sales.

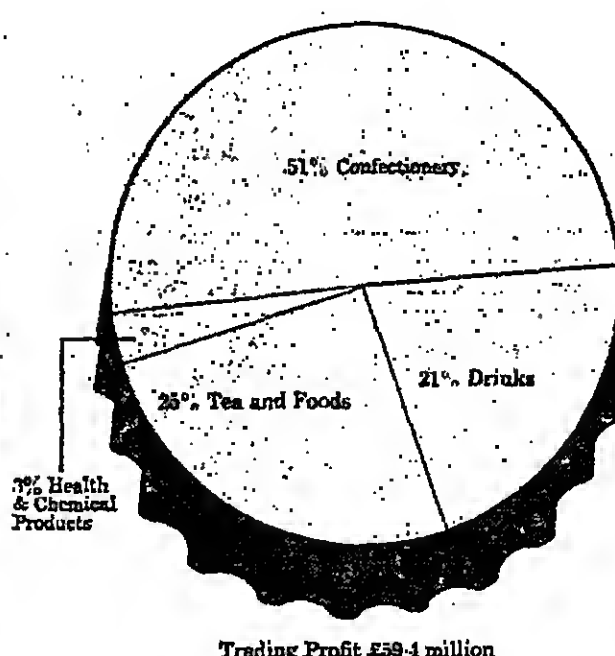
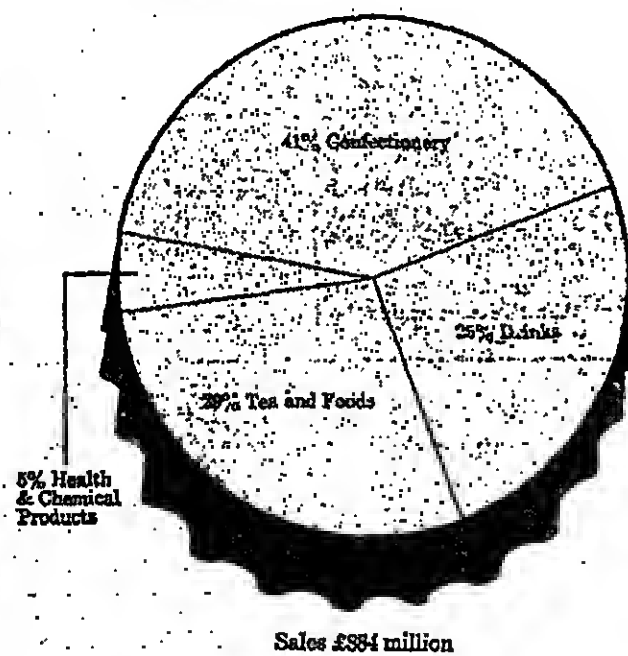
FORWARD LOOK

In spite of all the uncertainties, the Company's aims are clear. We aim to grow by concentrating our marketing and technical effort behind the Company's major brands and we have two main objectives over the next five years. One is to build on our established position in the North American market. I said last year that we needed to broaden the appeal of Cadbury and Schweppes products to obtain a greater share of what is still the largest and fastest growing single market in the world. The U.S. \$58 million bid for Peter Paul Inc. announced in February 1978 is geared to do this for our confectionery business in North America. The increased marketing investment behind Schweppes drinks has a similar aim.

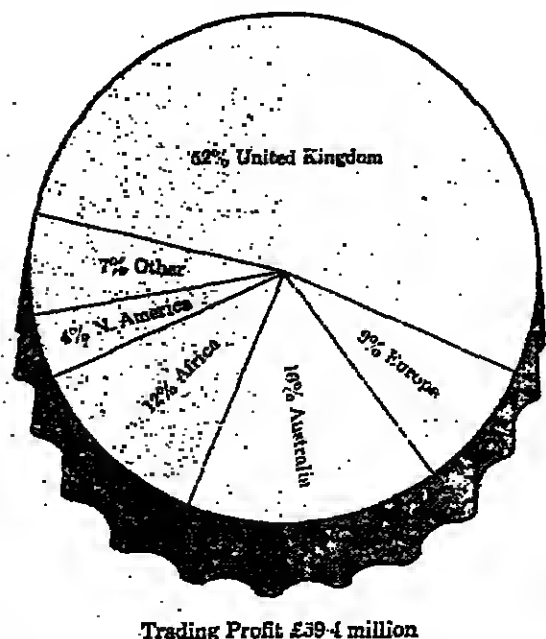
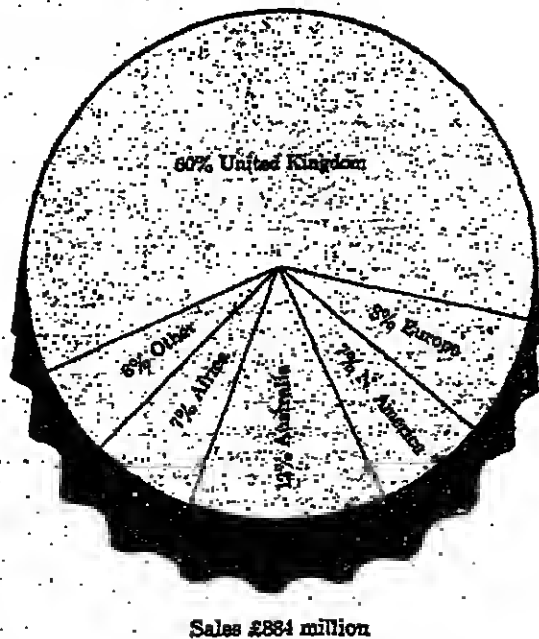
The other objective is to improve the Company's return on assets in the U.K. This is again based on concentration of effort behind the major lines and firm financial targets have been set over the period between now and 1982.

It is not possible to make a firm forecast of the likely outcome for 1978 but we are budgeting for an increase in profits. The results should be assisted by a rise in consumer expenditure in the U.K., and by more stable raw material prices.

Product analysis



Geographical analysis



AUSTRALIAN REGION

Company sales were 9% above 1976 with net profit before tax at £9.1 million, 24.5% above 1976.

Schweppes sales volume increased by 11% over the previous year; market share was held and gross profit increased by 2.5%. Cadbury showed an upward movement in its market share and increased profit through its new range of "Chunky" chocolate bars which captured a phenomenal £6 million turnover between May and December last year.

New Zealand Cadbury Schweppes Hudson Ltd. had a highly satisfactory year.

EUROPEAN REGION

Sales of Cadbury Schweppes products in Europe reached £69.5 million, an increase of 5% over 1976. The volume of Schweppes sales continued to expand as a result of the successful development of new markets. Our market shares continued to show consistent growth and trading profits increased to £5.3 million.

Ireland Cadbury Ireland Ltd. had a very successful year, achieving a substantial increase in profits as well as increased home and export sales.

Sweden Despite severe economic difficulties in Sweden, Cadbury Slotts A.B. again achieved record profits. Exports again showed considerable growth and improved profitability.

West Germany and Austria Sales of Schweppes products re-established their growth pattern towards the end of the year and sales of Chivers' jams exported from the U.K. doubled in volume.

The Company signed an agency agreement for the sale and distribution of Domecq products from Spain and sales began in September.

During the year, the Cadbury licence agreement with Storck came to an end and plans were put in hand to re-enter the German market with chocolate exported from England.

Belgium and France The Cadbury business in France continued to expand, with exports from the United Kingdom reaching a record £2.25 million.

Spain Rapid inflation and low summer temperatures combined to make 1977 a difficult trading year. Relative to competitors in the soft drinks market, the Schweppes brand sales held up well.

Italy The policy of concentrating our efforts behind the Schweppes brand has continued and significant gains in market share have been achieved.

Franchises Sales volumes continued to expand. Our operation in Bulgaria is fully meeting expectations and considerable progress has been made in generating interest in other East European countries. The franchise opened in Turkey in late 1976 has shown spectacular growth.

AFRICA

Cadbury Nigeria Ltd. traded well with volume sales approximately 40% up on 1976 with record figures for both sales and profits. A trebling of tonnage capacity to meet demand is envisaged by 1982. Bournvita business more than doubled in the last three years reflecting the enormous popularity of cocoa and malt drinks over the traditional beverages of tea and coffee. During 1977 a 100% Nigerian-owned company was granted the Nigerian franchise for Schweppes. Cadbury Schweppes has the contract to manage the operation and to build the factory which should start production in 1978.

Cadbury Ghana had difficulties in obtaining import licences but in spite of this, performed well with a significant increase in profits in 1977.

Cadbury Schweppes Kenya Ltd. had another record year with soft drinks sales in particular showing above-average growth.

Cadbury Schweppes (Zambia) Ltd. also had a successful year despite continued shortages of raw materials.

In South Africa, the economy continued to be depressed and this, coupled with high cocoa prices, made 1977 a very difficult year for Cadbury Schweppes (South Africa) Ltd. While confectionery profits were below those earned in 1976, the Schweppes franchise operation earned satisfactory profits in its first full year's trading.

ASIA

The first major diversification project of Cadbury India Ltd. — Sal Fat manufacture — was commissioned on schedule. This project is entirely export-orientated and fulfils a major requirement of Indian industrial policy.

Cadbury Confectionery Malaysia Ltd. in its first full year of operations traded profitably.

The sales and profits of our confectionery joint venture in Japan in the year ending 31st March were on budget.

Our Schweppes franchise in Hong Kong had a record year both in sales volume and in royalties.

EXPORTS UP 48%

All sectors of our U.K. export business enjoyed another year of good results. Sales, embracing ten major company brands, achieved record levels with revenue in excess of £49 million which was 48% higher than in 1976.

Annual General Meeting

The Annual General Meeting will be held at 12 noon on Thursday, 25th May 1978 at the Connaught Rooms, Great Queen Street, London, WC2. Copies of the Report and Accounts incorporating the full Statement by the Chairman and the Review of Operations are available on application to The Secretary, Cadbury Schweppes Limited, 1/10 Connaught Place, London W2 2EX, England.

Head Office: Moorfields House, Moorfields, London, EC2Y 9AE

TO THE EDITOR
balance

BY THE FINANCIAL EDITOR

Sterling keeps the pressure on gilts

It is proving anything but easy for the monetary authorities at the moment. The new long "tap" seemed to go well enough on Friday and on Monday the market duly moved higher. But yesterday was a very different picture, falls of three-quarters of a point in the longes threatening to leave the new stock stranded when application lists open tomorrow morning.

The main reason for yesterday's weakness is once again the performance of sterling, part from knocking up to a half a point short gilts, the continuing decline of the pound also led to some nervous firming in money market rates. Although it is recognized that the authorities are basically reluctant to see short-term rates—or at least politically sensitive ones—move any higher, there is still a fairly strong feeling in the market that the authorities are manoeuvring sterling towards the position of their choice. Once that is achieved, the pound runs, the authorities could well find that sterling will not hold off on its own accord. In that case, the authorities would have to choose between continued use of reserves or higher interest rates.

Letraset itself will receive a bid, so the shares at 146p yielding 5.6 per cent are now waiting to see how Letraset copes with its planned transformation.



● Sir James Goldsmith (above) has appeared as an unlikely fairy godmother to make the wishes of Rothschild Investment Trust come true. Through a London banking subsidiary of Générale Occidentale, his French master company, Sir James is to buy RIT's star holding, a 44.1 per cent holding and debentures in the Magnum Fund.

The Magnum Fund's board has agreed to accept the 50 offer based on 90 per cent of the fully-diluted asset value on the condition that Rothschild pledged its holding, an undertaking which has been given. On current values RIT will realize gross proceeds of £17.4m with two-thirds in investment currency, including the dollar premium against a book value at March 31 of £11.7m and releasing for re-investment a holding which was built up at an original cost of £7.3m.

Sir James gets a unique vehicle invested in the United States, Europe and the Far East, incorporated in Canada, resident in Holland, quoted in Toronto and subject to virtually no tax.

For RIT it takes the trust out of a Wolf Street dominated investment, on what may turn out to be a temporary resurgence in prices, and adds 20p to fully diluted assets for a share that has markedly outperformed the market over the past year. And of 186p, up 12p yesterday RIT's shares sell on a discount of 30 per cent to underlying assets before the deal, against an average 27.8 per cent for all trusts, so there is scope for further improvement.

The yield on Magnum common stock was only 2 per cent, and its attractions now that the premium surrender has gone and gains tax on investment trusts is reduced from 17 per cent to 10 per cent, are reduced. RIT sees that as a sensible time to sell. It could be other trusts with overseas vehicles could follow suit.

Price Commission contradictions

Friday, just one week after the publication of a critical Price Commission report on the animal feed industry, Mr. Christopher Williams, the Commission's chairman, will set leaders of the industry to consider an application for a 21 per cent price freeze. The application raises a central issue about the purpose of the Price Commission, and seems to demonstrate a fundamental anomaly in government competition policy.

The Commission's conclusion, disputed by the industry, was that "increased price competition would significantly improve the efficiency of the industry." It begged an unjustified price parallelism, picking BOCM Silcock, a Unilever subsidiary, a 21 per cent of the market, as clear leader.

The problem is that BOCMS, as a result heavy investment and efficiency acknowledged by the Commission, enjoys both higher margins and higher returns on capital than the rest of the industry. BOCMS did therefore probably afford to cut its prices for at least forego rises) more readily than the rest of the industry. But if so, other companies would be in serious trouble. Margins of the smaller pounders are only 2-3 per cent, and these

would either be cut further, if an attempt was made to follow the BOCMS lead, or else there would be an inevitable loss of volume which would allow BOCMS to consolidate further its market dominance.

Here is the dilemma for Mr. Hattersley. He wants to encourage improved efficiency through the operation of the Price Commission, but if BOCMS is denied its price rise, it can justifiably complain that it is being penalized precisely because it is efficient. This could hardly be calculated to stimulate further investment which in the long run, of course, is the only way.

At the same time the refusal of a price increase to BOCMS and the consequent strengthening of its market position would mean loss of jobs among the smaller and less efficient concerns. The logic is that BOCMS would become even more a price leader than it is at present, although the industry contends prices will always tend to move in line because 85 per cent of costs are in raw materials. In the circumstances, it is hard to see how Mr. Hattersley can reconcile the conclusions of the Price Commission with the pressures upon him from elsewhere both to monitor with great care the growth of monopolies and to encourage the growth of smaller companies.

Business Diary: Leyland youth team • Showmanship

John Leyland chairman Daniel Edwards, 47, is clearly king on youthful vigour to his ailing company. The who was himself chosen Businessman of the Year 1975 yesterday promoted a 35-year-old to head his new Rover company and a man 32 to be managing director of Burec, the umbrella company for seven Leyland companies.

Michael Hodgkinson gets one of the hottest seats in the group managing director of Land Rover. A former personal assistant to Ford Europe's vice-president of sales, he will be in charge of a project which regards very much as baby.

Edwards has made no secret his astonishment at the rise of previous managers as cash in on the apparently insatiable world demand for a product which was aged more than 20 years.

with companies outside the British Leyland group. Despite their youth, the new promotions have to give way to John Neill, managing director of Leyland's parts division, for the title of "youngest yet". He is only 30 and held his post before Edwards arrived.

A thought for the new men at Leyland: Since the Ryder Report of 1975 £800m of public money has been committed to British Leyland. This, James Scott-Hopkins, Conservative MP for West Derbyshire, has discovered, works out at £3.12 per employee.

David Coulson, the new director of marketing for Leyland Court and Olympia Exhibitions Group, was at pains yesterday to emphasize that he will not be setting out to pirate custom from the National Exhibition Centre in Birmingham. He comes in to replace, in part, Terry Golding who recently defected from the

Earle-Court and Olympia group, where he was commercial director, to be deputy chief executive of the NEC. The internal organization side of Golding's old job will probably eventually be handled by another new appointee.

Although he did not wish to swap blows with the "showmanship" up the M1, Coulson says EC and O is in a stronger position than it was when the NEC opened. "It's a matter of geography. London will always be the natural home for exhibitions, both trade and public."

This was being proved by the number of show organizers who, having tried Birmingham, now wished to return to London. Like who? Coulson did not wish to preempt discussion.

Coulson, who was previously with Wasey, Campbell-Ewald advertising agency, believes there is sufficient business for both, and also for competing agencies in London. He will be looking at new kinds of shows, covering different combinations of industries, for instance. Meanwhile, work is going on to improve some of EC and O's more worn-out facilities and the possibility of the Greater London Council's chipping in with some cash is still being explored.

and Beer", a very funny book indeed. The title refers not to the composition of the book, but to the diet prescribed for the infant Ogilvy by his father. This was a rumour of raw blood a day and when that did not seem to make him any cleverer or stronger, beer—always with calves' brains three times a week.

Disputing though this fare may be to some it has not impeded Ogilvy from writing a short book much in the vein of David Niven's extremely popular *The Moon's a Bulfinch*. It describes a career that embraces being a cook at the Majestic in Paris, selling Agnès cookers to Scottish nuns, working in the Secret Service and farming among the Amish community in Pennsylvania.

Niven's book is longer and franker, but where Niven seemed only to know most of the people worth knowing Ogilvy appears not only to know those but to be related to the rest. *Hamish Hamilton, £3.95.*

them as public affairs coordinator—takes up his new post on June 12. Before he was at Shell he spent five years in that well-known forerunner the Financial Times, where he was a leader writer and features editor, specializing in economics, but—as he tells it—turning his hand to anything and everything.

Chandler had a "good war" first as a specialist in political warfare in Egypt, then—shades of Complot Mackenzie—with the Special Operations Executive in German occupied Greece. One result of his Greek experiences was a book *The Divided Land—on Anglo-Greek Tragedy*, a study of the civil war which plagued Greece from the start of the German occupation until 1949.

As well as his love of music he still finds time to write. Could it be, though, that his musical interests will prove fruitful in his new job? Perhaps he and Wynne Godley, a professional obstetrical force to the "dismal" science of economics and became the scourge of the establishment, could get together and set Denis Healey's next Budget to music.

When the Japanese Takarashio Distillery launches its new gin at a gathering of 30,000 guests next month, it could be that the ice cubes will be costing as much as the drinks. The company is paying about £22,000 in have "ice from the top of the world" cut from glaciers in Canada's North West Territories and shipped from Edmonton to Tokyo.

On June 1, 1978, the Bonds designated above will become due and payable in full to the United States of America as at the time of payment shall be legal tender for public and private debts. Said Bonds will be paid, upon presentation and surrender thereof with all coupons attached, at the option of the holder either (a) at the corporate office of Morgan Guaranty Trust Company of New York, 15 Broad Street, New York, New York 10015, or (b) subject to applicable laws and regulations, at the main office of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt (Main), London or Paris or at the main office of Bank Mees & Hope NV in Amsterdam or Banque Internationale à Luxembourg S.A. in Luxembourg or Banca Vnionver & C. S.p.A. in Milan. Payments at the offices referred to in (b) above will be made by check drawn on, or by a transfer to a dollar account maintained by the bank in New York City.

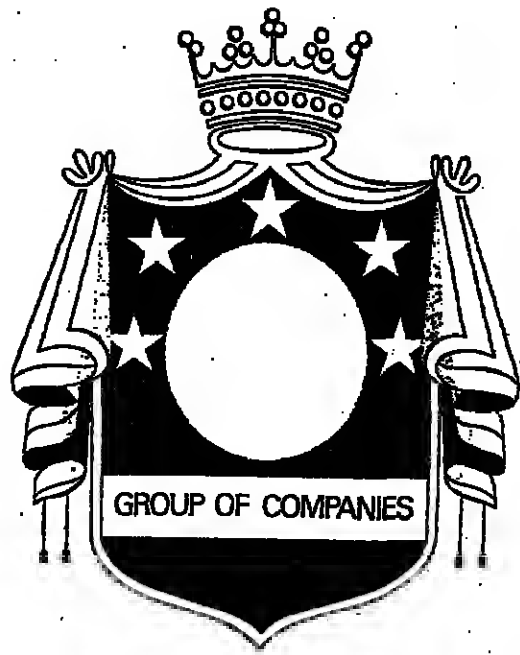
On and after June 1, 1978 interest shall cease to accrue on the Bonds herein designated for redemption. The following Bonds previously called for redemption have not as yet been presented for payment:

NOTICE OF REDEMPTION To the Holders of Queensland Alumina Holdings N.V. 6½% Secured Bonds Due 1982

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the Queensland Alumina Holdings N.V. Indenture dated as of June 1, 1967, as supplemented, U.S. \$10,000,000 of the above described Bonds have been selected for redemption on June 1, 1978. In lieu of a redemption for the purpose of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date, as follows:

BONDS OF U.S. \$1,000 EACH											
147	728	1824	2880	5431	7997	9864	12323	13006	14622	16073	17728
148	729	1825	2881	5432	7998	9865	12324	13007	14623	16074	17729
149	730	1826	2882	5433	8000	9866	12325	13008	14624	16075	17730
150	731	1827	2883	5434	8001	9867	12326	13009	14625	16076	17731
151	732	1828	2884	5435	8002	9868	12327	13010	14626	16077	17732
152	733	1829	2885	5436	8003	9869	12328	13011	14627	16078	17733
153	734	1830	2886	5437	8004	9870	12329	13012	14628	16079	17734
154	735	1831	2887	5438	8005	9871	12330	13013	14629	16080	17735
155	736	1832	2888	5439	8006	9872	12331	13014	14630	16081	17736
156	737	1833	2889	5440	8007	9873	12332	13015	14631	16082	17737
157	738	1834	2890	5441	8008	9874	12333	13016	14632	16083	17738
158	739	1835	2891	5442	8009	9875	12334	13017	14633	16084	17739
159	740	1836	2892	5443	8010	9876	12335	13018	14634	16085	17740
160	741	1837	2893	5444	8011	9877	12336	13019	14635	16086	17741
161	742	1838	2894	5445	8012	9878	12337	13020	14636	16087	17742
162	743	1839	2895	5446	8013	9879	12338	13021	14637	16088	17743
163	744	1840	2896	5447	8014	9880	12339	13022	14638	16089	17744
164	745	1841	2897	5448	8015	9881	12340	13023	14639	16090	17745
165	746	1842	2898	5449	8016	9882	12341	13024	14640	16091	17746
166	747	1843	2899	5450	8017	9883	12342	13025	14641	16092	17747
167	748	1844	2900	5451	8018	9884	12343	13026	14642	16093	17748
168	749	1845	2901	5452	8019	9885	12344	13027	14643	16094	17749
169	750	1846	2902	5453	8020	9886	12345	13028	14644	16095	17750
170	751	1847	2903	5454	8021	9887	12346	13029	14645	16096	17751
171	752	1848	2904	5455	8022	9888	12347	13030	14646	16097	17752
172	753	1849	2905	5456	8023	9889	12348	13031	14647	16098	17753
173	754	1850	2906	5457	8024	9890	12349	13032	14648	16099	17754
174	755	1851	2907	5458	8025	9891	12350	13033	14649	16100	17755
175	756	1852	2908	5459	8026	9892	12351	13034	14650	16101	17756
176	757	1853	2909	5460	8027	9893	12352	13035	14651	16102	17757
177	758	1854	2910	5461	8028	9894	12353	13036	14652	16103	17758
178	759	1855	2911	5462	8029	9895	12354	13037	14653	16104	17759
179	760	1856	2912	5463	8030	9896	12355	13038	14654	16105	17760
180	761	1857	2913	5464	8031	9897	12356	13039	14655	16106	17761
181	762	1858	2914	5465	8032	9898	12357	13040	14656	16107	17762
182	763	1859	2915	5466	8033	9899	12358	13041	14657	16108	17763
183	764	1860	2916	5467	8034	9900	12359	13042	14658	16109	17764
184	765	1861	2917	5468	8035	9901	12360	13043	14659	16110	17765
185	766	1862	2918	5469	8036	9902	12361	13044	14660	16111	17766
186	767	1863	2919	5470	8037	9903	12362	13045	14661	16112	17767
187	768	1864	2920	5471	8038	9904	12363	13046	14662	16113	17768
188	769	1865	2921	5472	8039	9905	12364	13047	14663	16114	17769
189	770	1866	2922	5473	8040	9906	12365	13048	14664	16115	17770
190	771	1867	2923	5474	8041	9907	12366	13049	14665	16116	17771
191	772	1868	2924	5475	8042	9908	12367	13050	14666	16117	17772
192	773	1869	2925	5476	8043	9909	12368	13051	14667	16118	17773
193	774	1870	2926	5477	8044	9910	12369	13052	14668	16119	17774
194	775	1871	2927	5478	8045	9911	12370	13053	14669	16120	17775
195	776	1872	2928	5479	8046	9912	12371	13054	14670	16121	17776
196	777	1873	2929	5480	8047	9913	12372	13055	14671	16122	17777
197	778	1874	2930	5481	8048	9914	12373	13056	14672	16123	17778
198	779	1875	2931	5482	8049	9915	12374	13057	14673	16124	17779
199	780	1876	2932	5483	8050	9916	12375	13058	14674	16125	17780
200	781	1877	2933	5484	8051	9917	12376	13059	14675	16126	17781
201	782	1878	2934	5485	8052	9918	12377	13060	14676	16127	17782
202	783	1879	2935	5486	8053	9919	12378	13061	14677	16128	17783
203	784	1880	2936	5487	8054	9920	12379	13062	14678	16129	17784
204	785	1881	2937	5488	8055	9921	12380	13063	14679	16130	17785
205	786	1882	2938	5489	8056	9922	12381	13064	14680	16131	17786
206	787	1883	2939	5490	8057	9923	12382	13065	14681	16132	17787
207	788	1884	2940	5491	8058	9924	12383	13066	14682	16133	17788
208	789	1885	2941	5492	8059	9925	12384	13067	14683	16134	17789
209	790	1886	2942	5493	8060	9926	12385	13068	14684	16135	17790
210	791	1887	2943	5494	8061	9927	12386	13069	14685	16136	17791
211	792	1888	2944	5495	8062	9928	12387	13070	14686	16137	17792
212	793	1889	2945	5496	8063	9929	12388	13071	14687	16138	17793
213	794	1890	2946	5497	8064	9930	12389	13072	14688	16139	17794
214	795	1891	2947	5498	8065	9931	12390	13073	14689	16140	17795
215	796	1892	2948	5499	8066	9932	12391	13074	14690	16141	17796
216	797	1893	2949	5500	8067	9933	12392	13075	14691	16142	17797
217	798	1894	2950	5501	8068	9934	12393	13076	14692	16143	17798

**INTERNATIONAL GENERICS GROUP OF COMPANIES
ARE PLEASED TO ANNOUNCE
THAT THEY HAVE RECEIVED
THE QUEEN'S AWARD FOR EXPORT ACHIEVEMENT**



In the field of pharmaceuticals, soap and toiletries this award marks the continued and expanding manufacturing and export success of the British-based international consortium of companies. **INTERNATIONAL GENERICS** looks forward confidently to continued export successes throughout the world, and would like to thank our overseas associates in Africa and the Middle-East for their outstanding loyalty and co-operation.



THE QUEEN'S AWARD FOR
EXPORT ACHIEVEMENT

This award, and the further incentive it provides for continued export successes, is good for **INTERNATIONAL GENERICS**, good for Britain, and good for our associates overseas. It encourages us to look forward confidently to new successes through our international low-cost housing/hotel development and management division. We also take this opportunity to acknowledge gratefully the co-operation of Simplex Housing International, Morris Lapidus Associates, Architects, in partnership with the **OGUN STATE GOVERNMENT** of the Federal Republic of Nigeria, in the development of their luxury hotel project in Nigeria.

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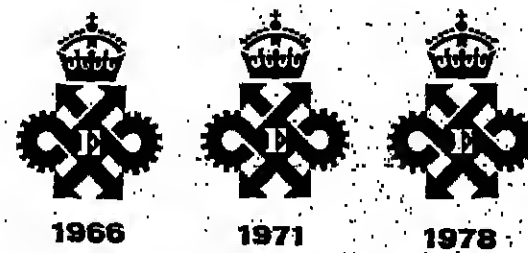
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The research work has already proved its real worth to patients in the United Kingdom and seventy-seven countries throughout the world.

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The Award has been given in recognition of our achievement in increasing our exports more than seven fold in three years.



We thank our clients in the petroleum and petrochemical industry for their confidence in our engineering skills and appreciate and acknowledge the efforts of all our staff in securing this honour.

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We are proud to receive again
**THE QUEEN'S AWARD FOR
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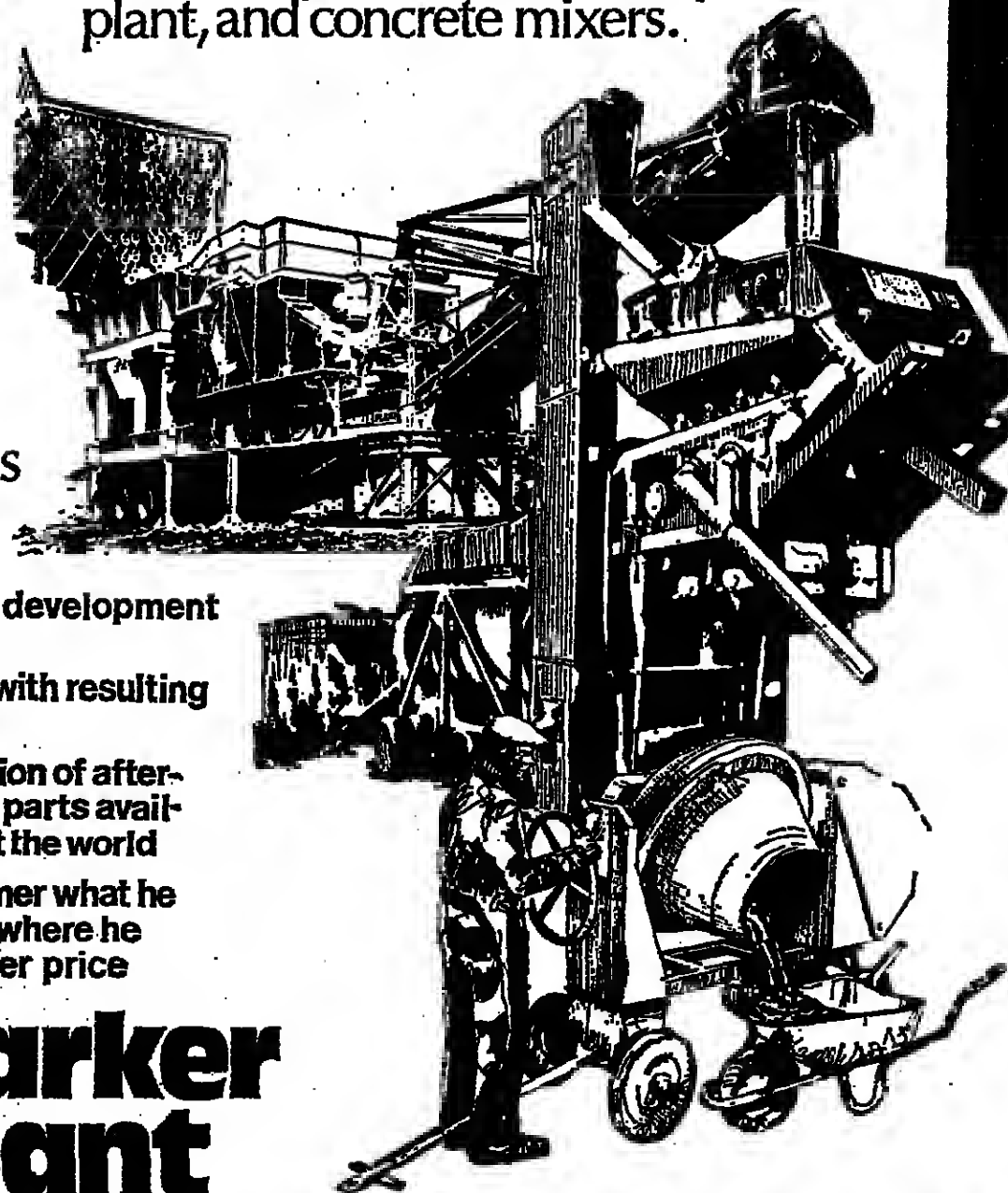
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Stock markets

Sterling weakness clips 50p from gilts

The weakness of sterling was the major factor in lowering gilt-edged prices by as much as five-eighths of a point and clipping back equities from their best levels of the day.

Dealers at both ends of the fixed-interest market said that prices drifted in an attempt to find a trading level. Though there was no serious thought of an immediate rise in interest rates there was a feeling on the pitch that if sterling continues its weakness of recent weeks this will be the inevitable result.

Short days met selling early in the day and were marked down one-eighth. The selling pressure eased to a trickle thereafter, but this did not stop a further drift and by the close most stocks were showing net falls of around one-half.

Dupont, in steel, engineering and consumer goods rest at 67p amid Birmingham rumours that Burman, the steering gear and oil pumps business has run into contract trouble in the U.S. "Rubbish" retorts Mr C. R. Gray, finance director: "We have had to shut a Shumbarland factory and steel is quiet, but our motor components interests are doing quite well."

"Longs" also had a quiet session, losing up to five-eighths on what was described as a "drizzle" of generally disenchanted sellers.

A technical rally in equities reached its peak by midday when the FT Index was 2.1 better. But when it became apparent that the gilt market was falling away, equities followed suit and by the close the gain had been pared back to just 0.3 at 460.7.

Bid stocks proved to be the feature of an otherwise quiet equity market. Cash rich J & L Randall, a toys to property group, shot up 47p to 116p on news of an agreed takeover by Leplast, which closed off the bottom at

146p down 14p, while news of a United States acquisition boosted Heyward Williams 5p to 97p.

Small buying in a thin market helped Allied Leather go 10p better to 98p, Piccadilly Theatre firm 15p to 150p and Electro components climb 4p to 356p.

A bear squeeze, after speculation that De La Rue was about to take over Chubb, added 8p to the De La Rue shares at 280p, while, among other speculative stocks to go ahead, were Beatson Clark, up 10p at 180p. Gestetner "A" 6p firmer at 185p, and Samuel Osborn 2p better at 93p.

However, fading bid hopes clipped 4p from Bellway Holdings which closed at 64p.

News that Annis Trading had bought 11.2 per cent of Hampton Areas gave dealers the scent of a takeover battle. Last week CCP, a Cluff Oil associate, took a stake and it is thought the two companies are not connected. The Hampton shares closed at 124p.

"Blue chip" dealers reported a reasonable turnover in Court-

auds though it was not reflected in the price which was unchanged at 111p. Eeecham also saw some activity and managed a penny gain for a finish of 632p.

The overnight strength of Wall Street again put all shares in the spotlight. BP went up 12p to 784p but here this week's meeting with Scottish institutions in Edinburgh was another helpful factor. The Lasso figures were much in line with expectations and the ordinary gained 4p to 170p but Thomson Organisation ran into profit taking the shares dipping 13p to 235p.

In electrical the speculative Electrocomponents gained another 4p to 356p. Farewell ended a penny lower at 236p on profit taking which followed the pre-profits rise, and Sater touched a top of 234p as speculators pondered the company's future course.

The weakness of the pound gave a lift to overseas traders like Gill & Duffus, up 3p to 224p in front of figures, Inchcape 2p to 407p and James

Finlay a penny to 305p. Transatlantic influences helped Hanson Trust to put on 4p to 144p while news that South Africa had accepted the West's plan for Namibia lifted De Beers 6p to 334p.

In stores Sainsbury's move in calling for the resignation of Lancha directors on its board brought a marginal rise after an earlier 3p fall to 117p. Mothercare dropped 6p to 156p most of it in after hours trading.

In the timber sector a second-half disappointment lowered Travis & Arnold 1p to 140p and depressed others like Phoenix at 138p, International Timber at 175p. But there was a different picture in cement shares where some strong institutional demand lifted AP Cement 3p to 233p and Tunnel 4p to 254p.

Still benefiting from the previous day's figures Wm. Baird spurred another 12p to 169p while Bodycote rose 2p to 68p after a statement that both Siemens Hunter at 55p and

Ellis & Goldstein at 20p were unchanged. News of a French bid for its stake in the Magnin Fund lifted Rothschild Investment 12p to 185p but Estates Duties Investment fell back to a unchanged 270p after touching 276p in front of figures.

Favourable results lifted Tozer Kemsley 4p to 51p and Silenight 10p to 10p on good profits and a scrip.

Dunet and pillow manufacturer E. Fogarty added 5p yesterday to take the shares to a year's high of 163p. Recent good figures and a bullish chairman's statement for the current period has attracted interest and Manchester brokers Henry Cooke, Lumsden see the shares as a hold. Improved earnings could make the group a bid candidate for one of the textile giants.

A 28 per cent increase in car registrations in the first quarter of this year has given motor distributors a good run over the past few days. And, yesterday, many of the groups continued to climb with Lex at 77p and Dutton Forshaw at 47p adding a penny, while H. Perry, which spurted ahead on the back of good figures at the end of last week and comment, held steady at 196p.

However there are fears that British Leyland has not been able to hold its 28 per cent March share of United Kingdom registrations. In the first part of this month it is thought that the figure is nearer 17 per cent and Leyland dealer Appleyard held steady at 89p while Henlys added 1p to 115p. Equity turnover on April 24 was £54.13m (12.632 bargains). Active shares yesterday, according to Exchange Telegraph, were BP, Shell, ICI, Lestrade, Thomson Organisation, Bechem, Gas "A", RTZ, Grand Metropolitan, Wm Baird and J. & L. Randall.

Mixed trading but big tax cut brightens Tozer Kemsley

By Nicholas Hirst

Tozer Kemsley Millbourn's profits increased only slightly last year from £5.2m to £5.5m before tax after adjustments to a new accounting policy for amortising goodwill on concessions for BMW and Mazda companies.

But even after the effects of a 43 per cent increase in issued share capital as a result of a one-for-five rights and conversion of loan stock earnings per share are up from 6.1p to 8.2p on a fully diluted basis.

The reason is the big reduction in the tax charge. Adoption of the new ED 19 proposed accountancy rule which negates the necessity to provide for deferred tax cut the United Kingdom bill, but as the 1976 figures have been put on a comparable basis this does not explain the rise in earnings.

This is a result in the swing in overseas liabilities before double taxation relief from £1.8m to £508,000 following the elimination of unrelieved losses.



Mr Kenneth Thorogood, chairman of Tozer Kemsley Millbourn.

The trading picture, however, was mixed. The timber and woodpulp agents Price & Pierce suffered from the continuing depression in the trade. Prices

have firmed a little there is little sign of in business.

Travel, which has been one of the fall's squeeze on disposals will turn round next year, however.

Still trading 1 per cent down in world trade with TKM to put on to a new plan for more with 1 expectation.

A reduction in charge on the 1 result of the 35 per cent in associate income downturn at the into an increase loan stock into almost eliminated. The wide spread interest has the eliminating current and a 51p up 3p yield 6.8 per cent o equivalent dividends covered 2.6 times.

Tobacco push helps Siemssen, Hunter

By Tony May

With most of the growth coming from the tobacco division, Siemssen, Hunter has pushed its pre-tax profits up 32 per cent to a record £814,000 for 1977. This was achieved on the back of a 19 per cent advance in turnover to £14.8m and indicates a rise in margins from 4.9 per cent to 5.4 per cent. The profits include £111,000 from doing particularly well in an expanding market.

The group has raised its earnings per share from 6.89p to 7.97p, and is paying a dividend of 4.25p gross against 3.25p.

The second half of the year saw profits rise 15 per cent and with all group companies making satisfactory progress in the current year will be boosted by Seymour Press and News Kiosk.

which were bought for £1m in December and which would have added £400,000 to profits over 1977.

For the most part the group's advance in profits of 1977 came from strong growth in the tobacco divisions, and in particular from its leading Havana brands.

The specialist publishing side made further growth overall, with its EP microfilm subsidiary doing particularly well in an expanding market.

Antobooks, which published "it yourself" manuals traded well at home, but the restructuring of its distribution arrangements and the heavy costs of setting up in the United States held it back overall. The United States' end has now absorbed its initial start-up costs but it may take this year as well before the group gets the sort of coverage it would like.

Magazine venture h Marshall

By Richard Allen

Having been launch glamour share in 1972, Cavendish, the partwisher has lurked among income stocks virtual since.

And although profit been on a recovery track past three years, the 7.1 improvement to 53.1m still leaves the group with the record £3.7m cash the flotation year.

Now hopes of a maj forward in the curves have been significantly as a result of the coll the group's first vanto traditional publishing, editorial strike which has been settled.

Failure of the magazine Faces, after only 12 could involve write-offs much as £500,000. Partworks publishing over, is continuing to the Marshall's directors "optimistic about future prospects". The group m launches of weekly ma designed to build into Waverley encyclopaedia, in War Papers, Memorial and Supercook.

This has already the relationship of the title and The Family of N two new titles are to be duced later. Meanwhile tito hard-back, and ch book publishing are increased contributions.

Although earnings per share slipped down to 6.89p last the group has increased 1 mium by raising the divid the maximum. The total ment is 6.6p gross puttr shares after a 2p climb yesterday on a yield of per cent.

This price compares w 1972 flotation price of 11

Options

The traded options in had a quiet day, yet with only 380 contracts na Consolidated Goldfields wa most popular share with deals, closely followed by b & Spencer, with 76.

An initial flurry in BP Shell followed a strong ing by these shares in equity market which trading 30 minutes earlier BP October 75s closed higher at 77p while seven tracts marked. The stru in Shell was the nine 500s which also increase to 77p. The January 550s a 8p to 47p.

Another popular stock Courtaulds July 100, which 100 deals and closed much at 13p. The 110 six n option added a penny to a reasonable trade. Wit underlying price of the shares now standing at 111 the second consecutive Courtaulds could be the of the traded option stoc see a new series created, remains above the 110p for another session.

Latest results

Company	Sales	Profits	Earnings	Div	Pay	Year's
Int or Fin	£m	£m	per share	pence	date	total
Berall Tin (F)	(—)	4.4(2.5)	2.5(3.0)	2.5(3.0)	3/7	3.75(4.0)
Bodycote Int (F)	25.70(23.3)	2.04(1.74)	13.01(10.08)	1.41(1.26)	3/7	2.71(2.4)
A. Caird (F)	2.4(4.2)	0.16(0.1)	27.71(13.04)	8.3(7.4)	—	8.3(7.4)
Crossfields (F)	(—)	0.28(0.23)	(—)	(—)	5/6	(—)
Ellis & Goldstein (F)	30.5(28.5)	1.2(0.91)	2.3(1.8)	1.02(0.32)	28/6	1.5(1.7)
Eng Nat Inv (F)	(—)	0.19(0.17)	1.89(1.70)	1.04(0.95)	20/6	1.83(1.68)
Est Duties Inv (F)	2.2(2.1)	1.4(1.3)	9.0(8.3)	5.0(4.7)	3/7	8.0(7.5)
Fairmain Lom (F)	13.38(12.74)	1.34(1.07)	11.65(11.01)	2.64(1.28)	3/7	3.6(2.0)
Farnell Elec (F)	13.2(14.1)	3.13(1.93)	24.1(15.0)	4.29(2.43)	—	6.6(3.3)
FC Finance (F)	42.6(32.0)	1.1(0.64)	8.5(4.2)	1.0(1.5)	—	2.0(1.5)
Lake View Inv (F)	(—)	2.3(2.1)	2.66(2.37)	1.65(1.45)	3/7	2.40(2.10)
Linday & Wms (F)	2.7(2.2)	0.19(0.04)	15.6(2.2)	2.5(1.0)	24/5	3.0(1.0)
Linrad (F)	7.04(6.81)	0.18(0.14)	1.21(0.23)	1.0(1.0)	3/7	4.3(3.8)
Alshill Cynidish (F)	19.99(12.85)	3.08(2.88)	6.57(6.89)	3.03(2.5)	—	1.66(1.51)
J. & L. Radcl (F)	2.18(1.99)	1.99(1.45)	10.6(—)	1.94(1.69)	26/4	1.94(1.69)
Sher Twist (F)	23.5(18.5)	2.6(1.6)	4.8(3.0)	3.12(2.73)	—	2.73(2.14)
Siemssen, Btc (F)	14.85(12.43)	0.31(0.8)	7.97(5.89)	1.42(1.07)	31/5	0.55(0.33)
Silenight (F)	38.43(30.47)	3.23(2.73)	28.2(24.7)	2.74(2.48)	—	(—)
Star (GB) Hgs (I)	(—)	0.50(0.58)	(—)	(—)	—	(—)
Tozer Kemsley (F)	916.0(909.0)	5.52(5.21)	9.0(6.1)	2.27(1.78)	—	3.09(2.43)
Travis & And (F)	51.56(43.08)	3.79(4.23)	22.5(42.4)	3.81(5.41)	—	4.0(3.5)
Wood & Soms (F)	4.21(3.62)	0.25(0.21)	(—)	(—)	—	(—)

Dividends in this table are shown net of tax on pence per share. To establish gross multiply the net dividend by 1.515. Profits are shown pre-tax and earnings are net.

Norvic gives warning on dividends

The latest annual report from the Norvic Securities footwear group contains a warning to shareholders on dividends. The chairman, Mr C. L. Metcalfe, explains that for the past three years dividend policy has been based on the hope that the group will quickly regain the profit levels of 1973 and 1974. The directors' optimism has not proved justified, the chairman says. He warns that, in future, Norvic will only pay dividends which are well covered by retained profits.

For the first quarter of the current year, home trade orders show a healthy increase, but Norvic's export performance this year will be well down because it has no Russian orders on hand and operating profits are at this stage still below budget. In 1977 exports almost rebounded to £3.67m, against £1.28m, including sales to

Russia of £2.77m, compared with £650,000 in 1976.

Second-half dip hits Travis & Arnold

Pre-tax profits of Travis & Arnold for 1977 fell from the previous year's record £4.23m to £3.79m after a second-half downturn. But turnover expanded from £43.08m to £51.56m. The total payment, gross, goes up from 5.18p to 5.77p.

The second-half was affected by the continuing low volume of house-building and the sharp fall in the cost price of timber and forest products.

Investment boost at M&G Reinsurance

Boosted by record investment income and a £1.7m tax cut, after-tax profits of M & G

Reinsurance jumped from £717,389 to £53m last year. After an increased dividend of £726,000 and transfers to reserves of £3m, a balance of £1.4m is carried forward against £1.2m.

In 1977, M & G, which is wholly-owned by Prudential Assurance, saw investment income climb 29 per cent to £7.1m, with a greater contribution from the Life Fund. Losses on non-life underwriting were similar to those of 1976 although premium income increased substantially to over £100m.

Farnell slows but tops £3m

Farnell Electronics slowed slightly in the second half to January 31, but pre-tax profits climbed by 59.3 per cent to £3.14m—a best-ever. Turnover

was 28.9 per cent up at £18.21m. Earnings a share were up from 15p to 24.1p, and total gross dividend is raised from 5.83p to 10p, in line with forecast.

Local authority coupon down

Down from a peak of 9 per cent to 8.1 per cent goes the coupon on this week's batch of local authority bonds. The biggest yearling bonds are Buckinghamshire and Hounslow with £1.5m apiece, followed by Ifife and Greenwich with £1m each.

Hastings is raising £750,000 while Kilmarnock & Loudoun, Wandsworth and Welwyn Hatfield are each raising £500,000. A two-year bond for £750,000 is preferred by Kensington & Chelsea and Tameside has a variable bond for £750,000.

Chairmen report

BOWATER CORP

Lord Erroll of Hale: Total expenditure authorised in 1977 was £11m, which included £46m for additional new machine line in US and some £25m in UK. Further projects for authorization in 1978 will total £63m. Confident on dividend payment of Bowater in years ahead.

HENRY BOOT

Mr E. H. Boot: Beginning of 1978 gives signs that prospect for year are much more promising than 1977, and profitability will continue to improve in engineering division.

CADEWILL SCHWEPPE

Sir Adrian Cadbury: Budgeting for increase in profits in 1978. Results should be assisted by rise in consumer expenditure in UK and by more stable raw material prices.

BOOKER MCCONNELL

Sir George Bishop: UK government shipbuilding policy not in interest of industry. Less government intervention and more competition needed to improve productivity in the economy. Company's growth will be maintained in 1978.

WEIR GROUP

Viscount Weir: Subject to many uncertainties, profits in 1978 should show an advance on those in 1977 and financial position also expected to strengthen further. Three directors have substantially reduced stake in group.

BRENT CHEMICALS

Mr J. S. M. Jones: Despite bleak economic climate, Brent receives group cautiously optimistic on ability to maintain consistent growth. Rights issue proposed to finance Swale Chemicals acquisition.

CARRON

Mr C. S. Stroyan: While there are indications in some directions of a pick-up in business, improvement "very gradual" for company.

BEMROSE CORP

Mr David Wigglesworth, chief executive: First quarter shows similar profit to last year. Major activities should continue to benefit from record level of investment to produce advancing profits.

CLYDE PETROLEUM

Auditors have qualified accounts as it is not possible to determine ultimate financial consequences of transactions with, and claims by, Equadorian State Oil Board's note to accounts says main portion of claims is "without foundation" and provisions made are considered adequate.

Grindlays Holdings Limited

The Annual General Meeting of Grindlays Holdings Limited was held on Tuesday 25 April. The Company owns 51% of the shares of Grindlays Bank Limited and is quoted on The Stock Exchange, London. The information given below refers to Grindlays Bank and its results for 1977.

Grindlays

A name you can bank on around the world

In his statement as Chairman of Grindlays Bank Mr. N. J. Robson says:

"In 1977 there has been continued progress in expanding the international business and strengthening it in a number of important ways both in London and overseas."

"Much has been achieved in 1977 and it is right to continue to be confident about the outlook for this group with its wide spread of business."

Gulf Oil to cut back on planned capital spending

Gulf Oil chairman Mr Jerry McAfee told the annual meeting that Gulf will cut back capital spending this year from the £2,500m planned in January.

He said "We have no choice but to cut back our capital spending to a level that corresponds more closely to our cash flow". He declined to give more details.

In 1977 Gulf spent \$3,000m on capital improvements. Mr McAfee said this expenditure, financed mainly from internal sources, has substantially depleted Gulf's available cash.

SHEFFIELD TWIST Turnover for 1977 £23.5m (£18.8m). Pre-tax profits £2.6m (£1.6m). EPS 4.8p (3.0p). Dividend 2.54p gross (2.56p).

GERALD TIN & WOLFMAN On turnover for 1977 £44.4m (£27.5m). As known, total dividend, gross, 5.68p (6.15p).

FC FINANCE On turnover for 1977 £42.6m (£32.1m). Pre-tax profit £15.5m (£8.47m). Total dividend 3.03p gross (2.27p).

BRUNTON (MUSSELBURGH) Mr S. Wood: Confident that company will continue to expand at least its share of home market and be able to stand up to competition in export market.

Briefly

A. CAIRD

Turnover for year £2.45m (£2.0m). Pre-tax profit £166,000 (£106,000). Earnings a share 2.71p (13.04p). Dividend 12.5p gross (11.26p).

LAKE VIEW INV

Total income for year £2.31m (£2.19m). Earnings a share 2.66p (2.37p). Total dividend 3.63p gross (3.18p).

LINREAD

Turnover for 26 weeks to January 26, £7,04m (£6.81m). Pre-tax profit £139,000 (£144,000). Group forecast of £400,000 for full year and dividend totalling 3.78p gross (3.03p).

HALMA PURCHASE

Company has bought 76 pc of Serv GARS, a French company manufacturing safety devices, and complementary to those of Castelli Locks, for £48,000 cash.

US DEBENTURE CORP

Holders of 299,519 of convertible stock, 1993 have applied to convert into ordinary shares. This will result in allocation of further 1.08m ordinary.

WOOD & BONS (HOLDINGS)

Turnover for 1977, £4.2m (£3.61m). Pre-tax profit £253,000

(£210,000). Total gross dividend, 1p (0.91p). Order book healthy.

ENGLISH NATIONAL INV

Gross income for year to March 31 £194,000 (£179,000). E.P.S. preferred 1.89p (1.70p) and deferred 2.66p (1.91p). Total dividend preferred £270 gross (55p) and deferred 3.60 gross (2.9p).

ELLIS GOLDSTEIN

Sales of spring merchandise at home have begun satisfactorily. Initial orders for autumn are good.

CROSSFRIARS TRUST

Gross income for six months to December 31, £266,000 (£238,000). Attributable to ordinary shareholders £149,000 (£133,000).

LINDSAY & WILLIAMS

Capital expenditure approved in excess of £250,000 for 1978. Expecting confidence in future development of its two subsidiaries.

WM MORRISON SUPER-MARKETS

Mr K. D. Morrison: Trading in the first 11 weeks of the new year has shown that while sales volume has slowed down, profits continue at a satisfactory level.

CHAMBERLAIN GROUP

Mr L. F. Chamberlain: Although total orders received in the first quarter of 1978 are in excess of 1977's quarter, they still do not measure up to the levels the group would like to see.

GRINDLAYS HOLDINGS

Mr

Reuters Economic Services, 85 Fleet Street, London EC4P 4AT. Tel: 01-353 6060

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All an employment service should be.

Glaxo Holdings Limited Senior Secretaries Green Park

At the headquarters of this international pharmaceutical group we shall shortly need several senior secretaries to fill vacancies, arising from promotions within our Technical and Personnel functions.

The people we seek will have sound secretarial training and at least three years' experience at personal secretary level. Accuracy, a good memory, the ability to deal with confidential matters in a responsible way and to work with initiative and common sense are important. The positions encompass the full range of secretarial duties and many administrative tasks.

Initial earnings, including Supplements and London Allowance, will be negotiable according to experience and ability but are unlikely to be less than £3,500 p.a. A review within Phase 3 guidelines is due in July 1978. In addition, we have season ticket loan and profit sharing schemes, luncheon vouchers and four weeks' holiday.

If you would like to find out more about these vacancies, please contact:

Pat Sandry, Glaxo Holdings Ltd., 6/12 Clarges Street, London W1Y 8DH. Tel: 01-493 4060, ext. 309.

Bi-Lingual Secretary to Managing Director

Lancôme, the leading European cosmetic and perfume house, wish to appoint an experienced bilingual (French/English) Secretary for the M.D. of this fast-growing Company. Must be able to speak good French and translate into both languages accurately and also remain efficient and unflappable during a most varied and interesting working day.

Please contact:
Mrs J. Richard on 493 6814
or write to PARIM LTD,
14 Grosvenor Street,
London W1X 0AG.

LANCÔME

PA/SECRETARY

For Creative Director of Advertising Agency

I need a mature, reliable person with administrative flair to guide me through the sales and storms of the day. Apart from secretarial duties, you'll liaise with TV and radio producers and help administer the creative department. First-class salary for the right person—who must be able to laugh when lamped to cry.

Phone Steve Baker on 488 1818
Bastable Advertising & Marketing Limited,
18 Dering Street, W.1.

Bastable

TRAINING AND COURSES SUPERVISOR

c. £7,000 CITY
A major professional firm in the City runs courses and seminars for its staff at graduate, trainee and executive level. They wish to recruit a qualified person with administrative ability and a knowledge of the techniques of teaching and training. The right candidate will be a graduate, able to show proven administrative ability and could have secretarial experience. Good career prospects. 4 weeks' holiday; age range 27-35. Please contact in the first instance Jane Crosthwaite.

JCR JANE CROSTHWAITE RECRUITMENT
24 Beauchamp Place, SW3 Tel: 581 2977

INTERNATIONAL MERCHANDISE

c. £4,000
Becoming a P.A./Secretary to a director within this international multi-national company. The candidate will be a graduate, with initiative and be capable of running the office. A knowledge of German preferred. £4,500.

TELEPHONE JANE
Staff: 488 6951

£4,500
Half admin., half short-hand typing/secretarial, working for the Director of American Stock-brokers. Age 20. Bonus, 4 weeks holidays, etc.

£4,000
Non-profit making organisation, E.C.2, requires Secretary with short-hand, 25-40, for it's Secretary General.

£3,750
Spoken Spanish, ability to translate, and English shorthand necessary as Secretary to an Associate Director of City Bankers. Age 24+.

£4,000
Secretary, early 20's, for Vice-president of International Finance Company, E.C.2.

SECRETARIES PLUS
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Executive P.A./Sec (28 plus) required by Head of West End Organisation. An extremely interesting and involving job for a person interested in administration and the media.

EXCEPTIONAL OPPORTUNITY

for hardworking young Secretary looking for involving job, to assist a charming American Executive in E.C.2. Financial rewards are high and working conditions/benefits are excellent.

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Opportunity for typed Secretary to "ease into" working as part of a young, enthusiastic admin team in attractive building. Excellent training and development with strong and rewarding career prospects. The right person will be a graduate, with initiative and be capable of running the office. A knowledge of German preferred. £4,500.

AME Petrie Consultancy
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Up to £4,657 p.a.
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If you are well qualified, energetic and like to be involved you will find our sort of local government far from dull. Interested? Write to Mr. J. A. Auer, U.B. (Hons), Chief Executive, Town Hall, King Street, W.8, giving some details about yourself.

Hammersmith

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APPLICANTS PLEASE CONTACT:
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2-12 WILSON ST., E.C.2.
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A top-class job for a top-class secretary, probably aged 25-40, with fluent French and English shorthand typing (100/45).

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ONE STEP UP

The Director of a management consultancy firm is looking for a secretary. You will be responsible for the day-to-day running of the office, ensuring that all correspondence is handled promptly and accurately. You will also be responsible for the recruitment of new staff, ensuring that all applications are processed efficiently and that the best possible candidates are selected for interview. If you are looking for a happy working atmosphere where you can make a real contribution to the success of the company, then this is the job for you. Salary £4,000 p.a. plus benefits. Apply to: Recruitment Secretary, 173 New Bond Street, W1P 9SP.

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Dynamic, difficult director of a management consultancy firm is looking for a secretary. You will be responsible for the day-to-day running of the office, ensuring that all correspondence is handled promptly and accurately. You will also be responsible for the recruitment of new staff, ensuring that all applications are processed efficiently and that the best possible candidates are selected for interview. If you are looking for a happy working atmosphere where you can make a real contribution to the success of the company, then this is the job for you. Salary £4,000 p.a. plus benefits. Apply to: Recruitment Secretary, 173 New Bond Street, W1P 9SP.

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The NCSS provides advice to voluntary organisations on developments in inner city policy. The member of staff responsible requires an assistant to provide administrative and secretarial support, including assisting with the organisation of conferences, seminars and meetings, and also being involved in the provision of advice on inner city policy and opportunities. Experience of office administration and the ability to type and use common sense essential. An interest in inner city work and the work of voluntary organisations desirable. Salary: £2,500 p.a. (under 25s) plus £2,000 p.a. London Allowance, starting point according to age, qualifications and experience. Four weeks and three days annual leave, superannuation scheme, subsidised lunches. Further details and application form from the Administrative NCSS, 26 Bedford Square, London WC1B 3HU. 01-636 4066. Closing date: 12 May, 1978.

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Managing Director of American Group in London. Requires a PA/Secretary. Salary £4,500 p.a. plus benefits. Apply to: Recruitment Secretary, 173 New Bond Street, W1P 9SP.

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Public Company Chairman and Group Financial Director seek private secretary. Good shorthand/typing and ability to work occasionally under pressure essential. Situated in friendly house - Kensington, IBM Golfball, free lunches, good salary.

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If you are smart and a hard worker and would like to join a dynamic international company, then this is the job for you. You will be responsible for the day-to-day running of the office, ensuring that all correspondence is handled promptly and accurately. You will also be responsible for the recruitment of new staff, ensuring that all applications are processed efficiently and that the best possible candidates are selected for interview. If you are looking for a happy working atmosphere where you can make a real contribution to the success of the company, then this is the job for you. Salary £4,000 p.a. plus benefits. Apply to: Recruitment Secretary, 173 New Bond Street, W1P 9SP.

IBIZA

Middle May, June. Large house. 2 girls able to manage staff and make travel arrangements. Some cooking experience helpful.

235 9051

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Two new Marketing Consultants are looking for a Receptionist. You will be responsible for the day-to-day running of the office, ensuring that all correspondence is handled promptly and accurately. You will also be responsible for the recruitment of new staff, ensuring that all applications are processed efficiently and that the best possible candidates are selected for interview. If you are looking for a happy working atmosphere where you can make a real contribution to the success of the company, then this is the job for you. Salary £4,000 p.a. plus benefits. Apply to: Recruitment Secretary, 173 New Bond Street, W1P 9SP.

SALES ASSISTANT

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